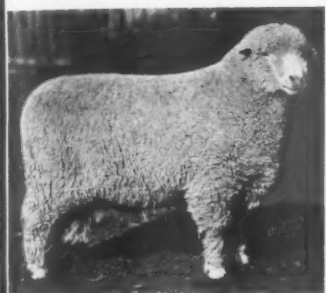


# The NATIONAL WOOL GROWER



Lot 256—Thousand Springs Farm



Lot 309—M. Monereiffe



Lot 29—A. R. Cox



Lot 47—J. K. Madsen

## LAMB CONVENTION

Saturday, August 23 — 10 a. m.  
Hotel Utah, Salt Lake City

What To Do About the Lamb Market  
Short Talks - Open Discussion

## THE RAM SALE

Fifteenth Annual

August 25 - 26 - 27 - 28  
Union Stock Yards North Salt Lake

MONDAY, P. M. {  
TUESDAY { Rambouillets

WEDNESDAY { Suffolks and Suffolk Crossbreds  
Hampshires

THURSDAY {  
Lincolns - Corriedales  
Cotswolds - Columbias  
Panamas - White-faced  
Crossbreds

(CATALOG NOW READY)

## RAILROAD RATES

Reduced rates (one and one-third fares for round trip) on sale August 21 to 25, return limit September 1. Certificates not required.

LOW SUMMER TOURIST RATES FROM  
DISTANT POINTS

Ask Your Ticket Agent in Advance



Lot 3—Branch Agricultural College



Lot 357—Laidlaw & Brockie



Lot 37—Gillett Sheep Co.



Lot 64—C. R. Mickelson

OFFICIAL ORGAN OF THE  
NATIONAL WOOL GROWERS ASSOCIATION  
SALT LAKE CITY, UTAH

VOLUME XX  
NUMBER 8

AUGUST  
— 1950 —

# The Terminal Markets Their Value to the Producer

**M**ARKETS for any commodity are generally a process of evolution. They are developments over decades to which a great deal of time and thought have been given. The first terminal market in America was established at Cincinnati in a crude way almost one hundred years ago and from that has grown the present system of central live stock markets.

The DENVER MARKET is the result of one hundred years experience in the marketing and handling of live stock. Its equipment is the result of many experiments for the proper and efficient handling of this commodity. Its centralized demand creates prices which would not otherwise be obtainable. Its organization and rules create a cash outlet. Located in the heart of the West, its prices establish a basis of trade, not only for the two and one half million head of live stock sold at Denver annually, but for many country transactions. It grows because it serves. It merits your patronage.



## Mount Haggin Hampshires in 1929 at International Won:

The First Prize Pen  
of Ram Lambs

Best Pen of 5 Ram Lambs  
Thousand Springs Chal-  
lenge Cup

The First Prize  
Flock

The First Prize Pen  
of Ewe Lambs

In Yearling Ewe Class,  
Open, First and Second

Every sheep shown was bred by the Mount Haggin Company as were their sires and dams.



First Prize Pen of Ram Lambs, American Royal  
and International, 1929



Pen of Five Ram Lambs, Winners of Thousands Springs  
Challenge Cup, International, 1929

## At the National Ram Sale in 1929 Sold

Highest Priced Hampshire Stud Ram  
Highest Priced Pen Five Hampshire Stud Rams  
Highest Priced Pen Twenty-five Hampshire Yearling Range Rams  
Highest Priced Pen Twenty-five Hampshire Range Ram Lambs

Every sheep sold, as well as sires and dams of every sheep sold, bred by Mount Haggin Company.

Quality counts more in times of surplus.

## Mount Haggin Land and Livestock Company

ANACONDA, MONTANA

Tom Drummond, Robert Allen, Shepherds



**HAMPSHIRE**

We have for sale this season:  
700 Head of Yearling Rams  
Several Cars of Big Ram Lambs  
Also several cars of Ewes

**Cambridge Land and  
Livestock Co.**

Breeders of Purebred and Registered  
Hampshire Sheep  
CAMBRIDGE, IDAHO

**BETHUNE HAMPSHIRE**

I expect to have a few Grandsons of  
"Commander" at the National Ram Sale.  
Here is an opportunity to get a close  
descendant of this outstanding sire and  
show ram.

20 Yearling Rams Priced to Sell  
Part of these Rams are sired by a J. C.  
Penney Ram and part by a Gardiner Ram.

**DAVID BETHUNE**  
Winsper, Idaho

**English Sheep Offered**

**AMPORT FLOCK HAMPSHIRE  
DOWN SHEEP**

The Property of Col. Sofer Whitburn,  
Amport St. Mary's, Andover, Hants  
Registered No. 855

Winners of numerous prizes at the leading  
shows, including three first prizes and Supreme  
Champion at the Royal Show, 1929. First  
class stock always for sale, also Aberdeen  
Angus and Jersey cattle. Middle and large  
white pigs of the best breeding. Export  
orders receive special attention.

Apply to H. P. STEVENS, Estate Office  
Amport, Andover, Hants, England

**NOT A BAD RECORD**

This Ram Sold for \$625 at the Salt Lake Sale

**This Is What the Purchaser Writes About Him:**

"I brought the ram to my mountain ranch and bred him  
to over forty ewes (in 15 days) and on September 15th I  
brought him home and sent him to the State Fair, making  
more than 700 miles by truck from Salt Lake. At the show  
I ran up against a yearling from ..... flock that Chandler  
took the purple ribbon on at Kansas and Missouri State Fairs  
this year, and second at Illinois. Last year this lamb was in  
..... pen at the International. However, my ram took first,  
then went on and took the championship over another well-  
fitted ram that came from ..... late in August and also  
over a ram lamb that had been fitted by ....."

**FINCH RAMS** Are Fitted in a Manner To Give the Most Value  
for Breeding Purposes, But When Put to the Test Can Give  
a Good Account of Themselves in the Show Ring Also.

**H. L. FINCH**

**Soda Springs, Idaho**

**The "Clenstone" Dorset  
Horns**

If you want the best Dorset Horns  
get them from W. Rupert Tory, Clen-  
stone Manor, Blandford, Dorset, Eng-  
land. All first prizes taken at the  
Bath and West and Royal Counties  
shows this year. 10 ewes and 6 rams  
recently exported to Vermont and  
Maryland.

Quotations, C. I. F. American Port,  
from Harry B. Brown, Mowbray House,  
Norfolk St., Strand, London. W. C. 2.  
England.

**HERRIARD PARK  
HAMPSHIRE DOWNS**

**"Early maturity is our object"**

You want the best—We can supply it.

Breeders of "Herriard Record 1st" let for \$2100,  
Herriard Triumph let for \$810, and Ram Lamb  
First in 1929 at Springfield, Mass., First and  
Champion at Toronto, First at Chicago.

Major and Mrs. Jervoise personally welcome all  
visitors at HERRIARD PARK, BAINGSTOKE,  
HANTS, ENGLAND

**The "Blendworth"  
Hampshires**

The best Hampshires in Great  
Britain can be had from Mr. James  
Goldsmith's celebrated prize winning  
flock at Blendworth, Horndean, Hamp-  
shire, England. Several first class  
rams already exported to U. S. A. this  
season. Estimates given, C. I. F. Ameri-  
can port.

Apply as above or to  
**HARRY B. BROWN**  
Mowbray House, Norfolk Street,  
London, W. C. 2.



**FAT LAMBS WANTED**

In the market for 3,000 fat lambs per week. Also in the market for feeder lambs.

**J. W. BURGESS, Stockton, Calif.**

Tel. 9020

P. O. Box 1577

### **Lincoln-Cotswold FOR SALE**

**125 Yearling Range Rams  
400 Range Ram Lambs**

Good Quality - Ready for Service  
At Reasonable Prices

**EDWIN KIRBY**

Rt. 3, Box 49 McMinnville, Oregon

**LINCOLN RAMS**

**500 LINCOLN RAMS FOR SALE**

Sires have been imported from New Zealand, England and Canada.

These rams are the result of years of careful breeding for range purposes.

They are range-raised and are at home under range conditions.

**E. D. BLODGETT**

GRAND JUNCTION, COLO.

**LINCOLNS**

**20 High Class Stud Rams  
Two Cars Range Rams**

For Sale at Prices in Keeping  
with Present Conditions.

For Full Particulars Write or Wire

**R. S. ROBSON & SON**

DENFIELD, ONT., CANADA

Telegraph Ilderton, Ont., Canada

**Lincoln-Rambouillets**

I have to offer for this season:

**900 Yearling Half-Blood  
Lincoln-Rambouillet Rams**

Large boned, heavy shearers—  
In lots to suit purchaser.

**C. R. TINTINGER**

Cascade, Montana

**Hampshires—Romneys**

We will have 50 yearling Hampshire Rams and 50 yearling Hampshire Ewes, also 5 yearling Romney Rams at the Salt Lake National Ram Sale. We offer yearling Hampshire Rams and Ewes, also a few aged ewes and serviceable Hampshire ram lambs at private sale.

Inquiries and Inspection Invited

**Knollin-Hansen Co.**

Soda Springs, Idaho

**ROMNEYS**

Three great imported rams will breed our 180 registered ewes this season.

**SOUTHDOWNS**

Heading our flock is an imported Luton Hoo ram of outstanding type and quality.

**HAMPSHIRE**

Our small flock of quality ewes will be bred this year to a proven sire, the International Senior Champion in 1925.

**BROWNELL RANCH**

E. E. Brownell, 674 Mills Bldg., San Francisco  
W. R. Hosseikus - - - Woodland, Calif.



Pen of Ram Lambs for the National

## **Hampshires**

An unusual offering of a tried sire from our flock will be in the National Ram Sale at Salt Lake City, August 25th.

Master was used two years, as a lamb and as a yearling; he will be supported by his sons, a pen of 25 ram lambs also in the Ram Sale.

Other stud rams, and a pen of 25 yearling rams, complete our consignment.

We have at the farm some beautiful ewe lambs for sale, daughters of Master.

## **Thousand Springs Farm**

WEDELL, IDAHO

MINNIE MILLER, Owner

Jesse Loader, Shepherd

**FOR SALE:  
Imported**

**SUFFOLKS  
and  
LINCOLNS**

**20 Rams  
100 Ewes  
10 Rams**

**Also 300 Lincoln Range Ewes**

**Wire or Write for Prices**

**J. H. PATRICK & SON**

**ILDERTON, ONTARIO, CANADA**

**At the National Ram Sale, we will have our usual offering of high class imported and Canadian-bred Suffolks and selected Lincoln Rams**

## RAMBOUILLETS



Above is one of our entries in the 1930 National Ram Sale.

He represents the type that has made our rams so much sought after by discerning range men in recent years.

See the thirty-two head we are selling this year at Salt Lake.

**C. D. MICKELSON**  
GUNNISON, UTAH

**NATIONAL RAM SALE**  
August 25th, 26th, 27th, 28th

## Romnellets

**Have Taken the Wrinkles Out of Rambouillets**

**A Romney Marsh Rambouillet Cross**

A combination never before equalled. Good mothers, a desirable combing fleece, a mutton type lamb, costs no more to produce. Their many superior qualities make them the most desirable and profitable range sheep that we have ever seen.

**We Have To Offer This Season:**  
400 Yearling Romnellet Rams  
25 Yearling Romney Marsh Rams

**Great Western Sheep & Wool Company**  
533 FORD BUILDING  
Great Falls, Montana

## CORRIEDALE RAMS

My flock has been established 25 years.

The best of New Zealand blood—including Littles, Australian and New Zealand Land Co., Greenwoods Ensors, etc., etc.

Do you want to get the largest return per head? Use Corriedales. For quantity and quality of wool.

For quantity and quality of lamb, use Corriedales. Mountain range raised at 4000 to 6000 feet.



The only breed of mutton type sheep that herd.

Specially adapted to the coast counties as rain never penetrates to the skin.

Have 500 ram lambs—ready for good service in October.

Purebred unregistered—also registered. Also yearlings and 2's. Special low prices on car lots.

Ranch 12 miles east of Klamath Falls—Come and see them.

**REX E. BORD**  
Box 31, Klamath Falls  
OREGON



**SOLANO CORRIEDALE RANCH**  
R. W. JICKLING—Elmira, Calif.

## CRANDELL'S PRIZE SHEEP

**America's Champion Flock of Lincolns and Cotswolds**

**Winners of Twelve First Prizes and Three Champions at the 1929 Utah State Fair**

**Ram Lambs—Bred Ewes in Either Cotswolds or Lincolns Delivered at Ogden, Utah, January 1, 1930. LET US HAVE YOUR ORDER.**

**HARRY T. CRANDELL**

**BOX 477**

**CASS CITY, MICHIGAN**

## Romneys      Hampshires      Corriedales Hampshire-Suffolk Cross



Romney Ram Lambs Recently Imported by Coffin Sheep Company from  
New Zealand

**W**E offer for this season outstanding range raised yearling and lamb rams, in Romneys, Hampshires, Hampshire-Suffolk Cross and Corriedales.

Also choice Romney and Hampshire yearling ewes. Both registered and unregistered in lots to suit.

All of our pure bred sheep are range raised, big, husky, well grown and in the "pink of condition" at all times.

Wire or write us for quotations and further descriptions.

**COFFIN SHEEP COMPANY**  
YAKIMA, WASHINGTON





Photo by Belden

**Quality Blend**  
**As Favored By Wool and Mutton Dealers**

## Ω L. U. Ω RAMS

**500 Two-Year-Olds For Sale**



Photo by Geo. Bain  
 Two-Year-Old and Yearling

**L. U. SHEEP COMPANY**  
 (Station - Kirby, Wyo.)  
 Post Office - Dickie, Wyo.

# Nebeker Hampshire Rams

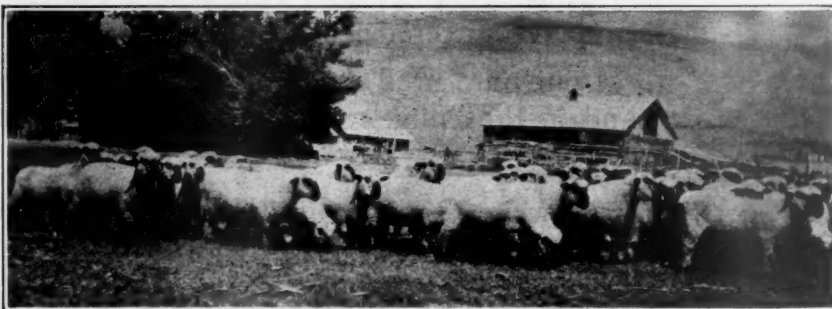
**Breeders of This Famous Early-Maturing Sheep for a Quarter of a Century**  
**Our Flock Headed by Many National Ram Sale Top Studs, Both Imported and**  
**Home Bred Since the Sale was Inaugurated. Our Stud Rams Withstand**  
**Critical Judging**

A few of the many range outfits  
 that use Nebeker Rams:

Deseret Livestock Co.  
 J. R. Allen & Co.  
 Neff Bros.  
 Jeremy Sheep Co.  
 Boley Bros.  
 McClure & Rudy, Colo.

These men have topped the mar-  
 kets time and time again with lambs  
 sired by Nebeker Rams.

**We Offer: Choice Stud Rams,**  
**Yearling Range Rams, Ram**  
**Lambs, and a Limited Number**  
**of Ewes.**



Range-Raised Yearling Rams for the 1930 Trade

**FRANK SWENSEN, Shepherd**

**J. NEBEKER & SON** **STOCKTON, UTAH**



HEAD SIRE IN OUR RAMBOUILLET FLOCK.  
Son of "I-AM," the \$2000 Lamb. Top Ram in the 1929 National Ram Sale,  
Purchased By Us From J. K. Madsen.

## Mountain Raised Rams

**Stud Sires—Small Lots or  
Carloads for Range Service**

We run 4,000 ewes, chiefly registered and pure-bred Rambouillets and Corriedales, and use only sires of the best breeding, wool and mutton qualities, that can be purchased.

The selected ram lambs are developed to produce size without risk of impairing their value for heavy service.

Also Some Ewes on Sale

**Gilbreath Bros.**  
Monte Vista, Colorado

# KING BROTHERS COMPANY

LARAMIE, WYOMING



CHAMPION RAMBOUILLET RAM  
1929 Season



Breeders of  
Rambouillet  
and  
Corriedale  
Sheep



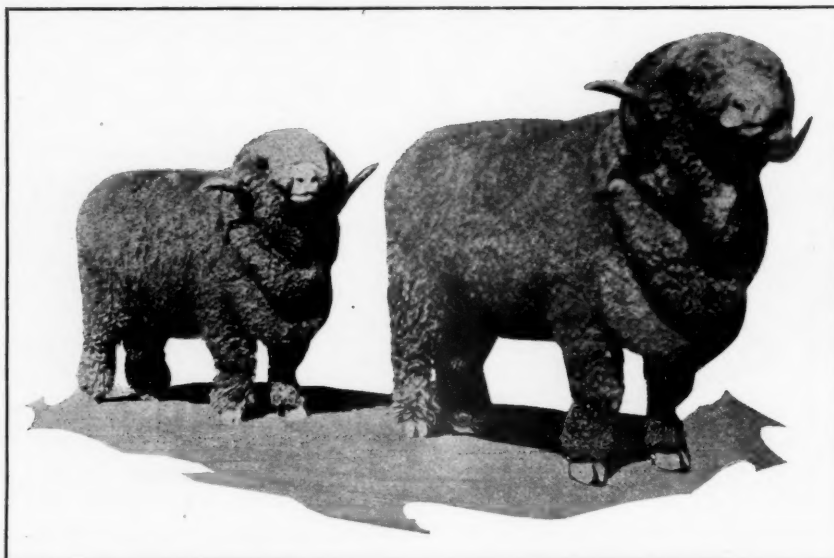
CHAMPION CORRIEDALE RAM  
1929 Season

**Undeafated at Wyoming State Fair, Ak-Sar-Ben Stock Show, American Royal  
and Chicago International, 1929, and Denver Stock Show, 1930.**

STOCK OF EITHER BREED SOLD SINGLY OR IN CAR LOTS

# Mt. Pleasant Rambouillet Farm

*The Madsen Type*



Stud  
Rams  
Our  
Specialty

Rams  
and  
Ewes for  
Sale at  
All  
Times

## "LEADER"

Son of "I-AM" \$2000.00 Ram  
Lamb, his half-brother topped  
the 1929 National Ram Sale at  
\$1525.00.

## "REPEATER"

Son of "GINGER" \$1300.00 Ram  
sold in the 1929 sale.

We are offering in our 1930 consignment to the great Salt Lake Ram Sale four outstanding individuals. They are the best rams we have ever consigned to the sale.

We have averaged the highest price at the Salt Lake Ram Sale 1924, 1925, 1926, 1927, 1928 and 1929.

We are offering from one to 400 head of Registered and Purebred Rambouillet ewes for sale, or would lease them.

Will sell single or carload lots of either Rams or Ewes.

CORRESPONDENCE SOLICITED

**JOHN K. MADSEN, Prop.**

P. O. Box 219

Phone 174



# SHEEP BREEDERS' ASSOCIATIONS FLOCKS ADVERTISED IN THIS ISSUE

## SHROPSHIRE PRODUCE 'EM THE SMALL LAMB

is the only one that will bring the top price when it reaches the high class market.

Even the great West is learning this important lesson. Write for printed matter.

### American Shropshire Registry Association

Lafayette, Indiana

8,150 Members Life Membership \$5.00

W. F. RENK,  
President

J. M. WADE,  
Secy.-Treas.



## DID YOU KNOW?

That the Hampshire Sire will give you market lambs in 100 days. Let us tell you about it.

We have a delightful little booklet and a classified list of breeders for you. They are yours for the asking. Write the Secretary for what you want.

### AMERICAN HAMPSHIRE SHEEP ASS'N.

HENRY C. BARLOW, President  
McKinney, Texas

COMFORT A. TYLER, Secretary  
72 Woodland Ave., Detroit, Mich.

## American Cotswold Registry Association

Write for list of members and breeders. If you have registered Cotswolds to sell, or wish to buy and will state what you have or want, will try and assist you or give you desired information.

### F. W. HARDING

Secretary

Purebred Record  
Bldg.

Stock Yards,  
Chicago, Ill.

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## American Corriedale Association

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Secretary, F. S. King, Cheyenne, Wyo.

For literature and application blanks,  
apply to Secretary.

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Stop  
and  
Think!



What a pure bred Dorset Ram will do to improve your flock for mutton lamb production. The rams are excellent for cross breeding. The ewes are the best of mothers.

Write for Literature  
**CONTINENTAL DORSET CLUB**  
HICKORY, PA.

## National Lincoln Sheep Breeders Ass'n.

A Lincoln cross on many range flocks is necessary to produce the grade of wool most in demand. Such a cross will also give you an ideal range ewe.

For information pertaining to this great breed, apply to

**D. T. KNIGHT, Secretary**  
MARLETTE, MICH.

## MERINO SHEEP

Excel all breeds in wool production and hardiness.

Write for booklet and list of breeders.

## THE AMERICAN AND DELAINE MERINO RECORD ASS'N.

Gowdy Williamson, Sec'y.  
Xenia, Ohio

## THE AMERICAN RAMBOUILLET SHEEP BREEDERS ASSOCIATION

(Incorporated under the laws of Ohio)

Organized in 1889. Over 261,000 Rambouillets now on record. Membership Fee: \$10.00.

American Rambouillets are dual purpose, "More Wool and Mutton to the Acre than any other breed," and in addition to playing a most important part in the sheep industry of the United States, have been exported to nearly every country in the world.

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For history of the breed, list of members, rules, pedigree blanks, etc., address the Secretary.

# THE NATIONAL WOOL GROWER

Official Organ of the  
NATIONAL WOOL GROWERS ASSOCIATION

Published Monthly at 509 McCormick Building, Salt Lake City, Utah, by the National Wool Growers Association Co., Inc.

F. R. Marshall, Editor

Irene Young, Assistant Editor

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AUGUST, 1930

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Yakima

Wyoming Wool Growers Assn.  
Thomas Cooper, President  
J. B. Wilson, Secretary  
McKinley

# EDITORIAL

## Some Angles of the Lamb Situation

For several years the National Wool Growers Association has attempted to persuade the United States Department of Agriculture to discontinue its predictions of future lamb prices as published in the January and August outlook reports.

### Future Lamb Prices

The Colorado-Nebraska Lamb feeders' organization joined in this effort last February when representatives of the two organizations, after discussing the matter with the Secretary of Agriculture with no results, presented their views to President Hoover.

The Department's last regular midsummer outlook report upon the sheep and wool industry, published August 5, contains no reference to future prices. It is a concise and comprehensive review of recent supply and demand conditions which is useful to individual lamb raisers and others in reaching an opinion as to what may be looked for in the way of prices.

It was the argument of the associations that material accuracy in the forecasting of lamb prices could not be had from even the best or highest paid economists. Any ability or source of information that would allow such accuracy could quickly be used by the predictor to make profits amounting to many times any salary—if the forecaster had sufficient confidence in his own predictions to back them in a commercial way. It was insisted that it was improper to put the sanction of the governmental publication upon the predictions of the most sincere and competent economists, or group of economists, because such government stamp caused those opinions to be received much more seriously than if published by the same men as private individuals or agencies.

The Department economists are to be complimented upon the character of their latest lamb report and it is hoped that they will adhere to the same style of statement next January and thereafter, and not reopen a matter that has been so unpleasant, and now seems to be so agreeably concluded.

The first information needed in considering probable prices is the extent of the supply. Given that, and such other facts as government or other officials may obtain and publish, the individual can form his own ideas. Given full information, sellers and buyers of lambs can see ahead more clearly than can those not conversant with actual commercial doings. The views of associates in the business may be given such weight as their individual standing and experience warrant.

The Wool Grower entertains no idea of ability to read the future. The editor's deductions from the information

obtainable carry fully an average degree of fallibility even though his whole possessions and credit are employed in the sheep business.

The first fact to be faced by those having lambs to sell is the extent of the supply. There is not much room for argument against the government estimate of this year's crop as eight per cent larger than that of 1929, which was about the same as in 1928. From last year's crop, however, there was slaughtered one and a half million head, or eleven per cent more than from the same number raised the year before. Ewe lambs had been held back in 1927 and 1928 to add to the supply of stock ewes and were not needed last fall. Under the stimulus of need of money and fairly good prices, they went to market, mainly by way of the feed lot, and created the surplus of last spring. There is no inducement in this year's prices to the shipping of this year's ewe lambs suitable for breeding purposes. They are needed at home to hold the bands at present numbers and proper ages. In general, feed conditions and prospects on the ranges are up to average. With the consent of the bankers to protect the value of their collateral by holding ewe lambs, the slaughter of the coming months will be mainly of the wethers and little, if any above the number that went into consumption from last year's production.

The extreme scarcity of rainfall in the central states has stopped a very promising and greatly needed outlet for feeder lambs. In recent weeks many thousands of lambs that ordinarily went from the river markets and Chicago to the country and later reported as "comebacks" have been placed upon the hooks at the packers' own prices. Range shippers have been loading very freely and there is less than the usual visible market supply for the latter part of the year.

The drouth has already passed all records for duration and late summer rains are more than likely. They will make a heavy growth of fall pasturage, which, with some immature corn that always needs to be utilized in feeding off, will increase the prospect for shipments to the states that got out on their last year's operations in advance of the collapse of prices.

Feed supplies in the Colorado and Nebraska finishing sections are plentiful, except that a high price for corn ordinarily shipped in may affect that cost of putting on gains. Those who finance the feed lot men have announced that they will look for payment of last year's unpaid notes by helping

### The 1930 Lamb Crop and Its Value



their clients to fill their feed lots this fall. The feeders themselves in market parlance, will look for their money where they lost it.

The problem of the heavy lamb has already been disposed of so far as the late fall market is concerned. What would have been comeback lambs will continue on along the carcass route and will not appear again. Feeders often have placed in their lots lambs of such weight and flesh as could have been sold in the yards at a profit at the time of delivery. During the season of heavy shipments of feeders, this class of stuff will undoubtedly go into consumption and reduce the numbers and the average weight of the winter receipts.

Taken altogether the prospect for the winter markets is far from discouraging even if it does not promise so well for the earlier period. It has never happened, and probably never can happen, that the feeding industry will experience a severe reverse without its effects being carried to the raisers in the next year. Raisers who have already been to market have contributed fully and by force to the righting of the condition, but have consolation in the fact that things already are well along on the way to a better and more stable price level.

## Balanced Agricultural Production

Despite misfortunes and mistakes, the Federal Farm Board is doing a wonderful service in bringing agricultural and general opinion to realization that the subsidizing of surplus productions is neither practical nor desirable. In his usually courageous way, President Hoover secured a Federal Farm Board with liberal financial support to deal with the agricultural situation. Operations were begun along the lines most promising at the time for dealing with surplus wheat and cotton. The best that could be done in stabilization of prices with government funds has not produced the remedy. The Board and the President have not lacked the courage and commercial sense to recognize the facts and to proceed to the difficult and slow, but inevitable job of preventing surpluses, rather than encouraging them.

By the scale of operations in the first attempt and the sincerity of its every action, the Board has convinced itself and all but the extreme radicals and theorists that the real remedy is to be found only in a program of balanced production of crops and livestock—growing less of what we now export and more of what we import, but can produce at home. Our present imports include agricultural products to the value of 600 million dollars annually, of which 173 millions are in sugar and 189 millions in livestock and its products, including wool. Not all of these imported agricultural materials can profitably be grown in the United States, but a large part of them can, and would give more profitable employment to many acres now growing crops to be sold on an export price basis. The Farm Board is working out something for which we long have been groping—a national agricultural policy. The protection of home producers as provided in the Hawley-Smoot Act, was the first phase of the national agricultural policy of the Hoover administration and the balancing of production

more fully to utilize our own markets is its logical continuation.

Farmers and stockmen should not make the mistake too commonly made in other circles, of judging the Board solely by its attempts to stabilize prices on surpluses. The scope and intent of the Agricultural Marketing Act of 1929 was much more comprehensive and far-reaching. It was to place in the hands of the producers the marketing of their products. The organization necessary to this accomplishment has gone on at an excellent pace. Witness, 40 per cent of the shorn wool in the hands of a single grower controlled and national corporation, and the very large proportion of wheat growers who have joined the organizations for marketing that crop, and because of that participation will understand and support the programs of production formulated by their own representatives.

A larger home production of wool must logically be expected in the balancing of the nation's production plan, but the danger of a home grown surplus is by no means in the near future. More wool, however, means more lamb. There is room and need for a larger use of lamb meat under every consideration of maintaining a fully economical and healthful national diet.

As compared with other foods and over a stretch of years lambs can be produced at a profit comparable to that obtained in other lines of food production. In the farm states lamb production has not generally been so efficiently carried on as has the growing of other classes of meat and other foods. The effect of developing an agricultural production program, nationally balanced, may continue or enlarge the present rate of lamb production in farm states. If this shall prove to be the case, it gives no ground for retreat in the campaign launched in the West for bringing lamb into its proper place as a food. Rather it emphasizes the need of extending our organization to secure the cooperation in the undertaking of the farm flock owners who are already adding to the supply and not in a position to carry their share of the job of developing the potential demand.

## August Developments

In the first half of August heavy rains have been reported from Arizona, New Mexico, Utah, Idaho, Colorado, Nevada, and parts of other states. Prospects for fall and winter feed are excellent. There is a growing feeling in favor of holding this year's white-faced ewe lambs, which will help materially toward righting market conditions.

Later information also shows that the drouth area in the Eastern and Central states is not so extensive as was at first supposed. Rains have come in many sections and buyers of feeder lambs have begun to visit Omaha and other markets to make purchases.

In this month's Wool Sack (page 35) there is distinct encouragement from the wool market. The sales department of the National Wool Marketing Corporation has done wonderful work in steadying prices and barring further general business declines some improvement in values can be foreseen.

## WHAT TO DO ABOUT RETAIL PRICES

THE meat producing industry is deeply agitated over the price situation. Declines of 30 per cent in prices for live animals have not been passed on to consumers who have no price incentive to increase their purchases and so relieve the situation.

Resolutions and strong verbal and pointed expressions of criticism of the retailers, hotels and restaurants are frequent. When these give the purchasing public information of facts, they are constructive. But when they blindly charge the retailer with extortion and dilate upon high retail figures, the result is likely to be that the consumer will become indignant and shut off buying at what he is told are unfair prices.

The first thing to be done by individuals and associations is to obtain and disseminate the facts. Producers are continuously and painfully shown the facts as to prices of animals on foot, through the reports of the sales. Wholesale prices are well reported in some newspapers and the daily reports from the large centers as published by the Market News Service of the United States Department of Agriculture, give the facts on wholesale prices. But a picture of the retail price situation is harder to obtain.

Around 125,000 shops of one kind or another sell meat in this country. Nearly all of them handle fresh meat. Some are chain stores and these have given their customers material price reductions as their wholesale costs have lowered. Some of the independent stores have reduced lamb prices at times, but many of them claim that there is too much uncertainty as to how long their costs will stay down and to lower prices and be compelled soon to raise them again causes dissatisfaction with customers and loss in both volume of sales and profits. The length of time during which lamb carcasses have been marked down would seem to remove any valid excuse on the grounds of the low price being considered as temporary.

Other retailers, especially those who own and operate a single shop, have customers who do not try to keep track of prices. And these consumers are by no means altogether in the wealthy class. A price reduction would not increase the extent of their buying and the butcher knows he can hold their trade at the old prices. As in most matters of price or quality in relation to the consumer, the basic trouble is that the consumer lacks information on or interest in the price or quality of what she buys. In the case of meat the lack of information is more serious than the absence of active interest, because these are days of thrift and economy and it is becoming more permissible, more fashionable, to look for value in purchasing family requirements.

A reduction of 15 per cent in the average United States price for leg of lamb on May 15 as compared with the same date of 1929 is reported by the Bureau of Labor Statistics. This was the largest reduction reported on any meat cut and was the lowest since 1925, when the average United States price was 38.64 cents for leg of lamb, compared to 35.8 cents in May of this year.

Prices on leg of lamb on May 15, in 1929 and 1930, are reported by the

Bureau for various cities as follows:

	1929 Cents	1930 Cents
Boston .....	41.2	35.3
Chicago .....	42.3	35.8
Cleveland .....	40.6	33.4
Denver .....	38.9	31.8
Detroit .....	43.6	34.1
Los Angeles .....	39.5	33.2
Louisville .....	46.	37.7
New York .....	40.8	33.7
Portland, Ore. ....	40.3	34.2
Salt Lake City .....	41.1	33.8
San Francisco .....	40.7	35.6
Seattle .....	42.9	36.9
Washington, D. C. ....	45.7	37.

Retail prices are reported in more detail for Chicago by the National Provisioner, which prints these prices for the week ending July 23, 1930, and the corresponding week in 1929:

	GOOD 1929 1930 cents cents		COMMON 1929 1930 cents cents	
Hindquarter .....	35	30	33	22
Legs .....	36	28	34	23
Stews .....	22	15	15	15
Chops, shoulder ....	25	25	20	20
Chops, rib and loin ..	50	50	25	25

The demand for chops, apparently was keen enough to enable Chicago retailers to maintain their usual prices for chops while cutting materially on their prices for legs; also the Chicago trade still sells the breast and part of the forequarter as stewing meat instead of following the Hartzell cutting method of making these parts into good roasts that will merchandise more profitably and permit the butcher to come out without loss on the forequarters.

The Department of Agriculture summarizes a comparison of prices in the first half of this year with the first half of last year by showing that prices for live lambs declined 31 per cent; wholesale prices on good grade carcasses, 24 per cent, and retail prices on lamb leg, 10 per cent. There is a conflict in the reports of the Bureau of Labor Statistics and the Department of Agriculture, the former showing 15 per cent reduction on retail lamb legs from May, 1929, to May, 1930, while the latter places it as a 10 per cent drop when the first half of each of the years is considered.

It seems certain that with good carcasses wholesaling at 20 cents, retailers could make further cuts in their prices and increase their volume of business and their profits. The difficulties in

## SHEEPMEN'S CALENDAR

### Conventions

Special Lamb Convention—Salt Lake City, August 23.

California Wool Growers—San Francisco, November 12-13.

### Sales and Shows

National Ram Sale—Salt Lake City, August 25-28.

Nevada State Livestock Show—Elko, September 11-14.

Wyoming Ram Sale—Casper, September 16-17.

Pacific International L. S. Exposition—Portland, Ore., October 25-November 1.

Ak-Sar-Ben Stock Show—Omaha, October 31-November 7.

International L. S. Exposition—Chicago, November 29-December 6.

Christmas Livestock Show—Los Angeles Union Stock Yards, November 29-December 6.

National Western Stock Show—Denver, January 17-24, 1931.

bringing this about have often been found in the very large number of shops with a small volume of trade and a very high overhead and in methods of buying and of merchandising. The problem is by no means a new one. It contains nothing that has not been known and discussed for some time. It suggests no hesitancy or delay in the raising of the fund to educate consumers as to the healthful and economic features of lamb and as to how it should be purchased and prepared. The educational work also might well include friendly cooperation with retailers or at least with those in that business who are willing to adopt new ideas and to join hands with the producers in greater service to the consuming public. But the present situation can not be served by broadside denunciations that develop a feeling of resentment against the butcher in the minds of the purchasing public.

#### SECRETARY MOLLIN ASKS CORRECTION

IN the July issue of the National Wool Grower, Dr. S. W. McClure, former secretary of the National Wool Growers Association, made reference to an editorial in the June number of the Producer, official organ of the American National Live Stock Association. The secretary of that organization, Mr. F. E. Mollin, who also is editor of the Producer, requests us to give publicity to his statement in reference to Dr. McClure's criticism. This we are very glad to do, particularly for a brother editor. The closing sentences of the Producer editorial with Dr. McClure's and Secretary Mollin's statements are printed below:

The Producer: " \* \* With all its power and riches, is the United States quite ready to play this solo of unconcern and self-contentment in the international concert, while at the same time continuously adding fresh fagots to the pyre of envy, distrust, and ill-concealed hostility surrounding us on all sides?

"If cattle and lamb-growers were to consult their own selfish interests alone, and nothing were to happen in the domestic or foreign field to disturb the even tenor of our ways, undoubtedly some benefits

would accrue from the new rates. But, looking at the matter from the broader point of view of agriculture as a whole, and with the possibility of a disastrous trade war in mind, can we afford to take this attitude of half-satisfied resignation?

"The Producer does not know, but believes that here is a question which may well be worth pondering."

Dr. McClure: "Just recently I read a long editorial in the official paper of the cattlemen attacking the principle of protection. Certainly the cow man can have no just complaint against this tariff law. It practically gives him an embargo on cattle and their products. It places a duty of six cents per pound on beef and veal and up to three cents per pound on live cattle. In addition it puts an embargo on all meat from the Argentine and other countries where foot-and-mouth disease prevails. If these rates are not high enough we ought to be in some other business. Fortunately for the cow man his tariff has been fully effective for more than ten years and will be effective in the future."

Secretary Mollin: "Have just noticed reference to article in July Wool Grower by Dr. McClure claiming editorial in June Producer attacks principle of protection. Careful reading would convince anyone we are not attacking the principle, but were raising the point that it was possible to get industrial rates too high. We clearly stated that from the selfish interests of cattle and lamb-growers, the new bill was of some benefit, but that it was of doubtful benefit to agriculture as a whole. Would appreciate you giving this message publicity."

#### RESOLUTION ON RETAIL MEAT PRICES

CATTLE and sheep men sat together at Denver on the evening of August 5 to consider the present livestock situation.

The executive committee of the American National Live Stock Association had been in session during the day as had also the board of directors of the National Wool Marketing Corporation. In addition to members of these two groups there were also present some of those

who were to meet the following day as officers and members of the Intermountain Livestock Marketing Association, a branch of the National Livestock Marketing Association.

Considerable interest was shown in the extent of reductions of retail meat prices in Denver, resulting from the efforts of the Denver Post. This campaign, as well as other aspects of the meat price question, was presented by Secretary F. E. Mollin of the American National.

The meeting chose Mr. Hagenbarth as its chairman. He discussed the need and possibilities of active work in a larger campaign of advertising, and of other educational work upon the value and economy of meat as a food. Several of those present joined in the discussion, at the close of which four resolutions were passed:

First, That retailers and other distributors should more closely follow the trend of wholesale prices.

Second, That until orderly marketing programs are worked out under the Agricultural Marketing Act, receipts at markets should be held down to match current demand; that surplus stock be kept from the market until the consumption is increased by cooperative measures.

Third, That cooperative marketing in accordance with the established policies of the Federal Farm Board is the only permanent solution of the problem.

Fourth, That underconsumption rather than overproduction is the root of the depression, as evidenced by the small increase in the sheep and cattle population.

At the earlier meeting of the cattle raisers who constitute the executive committee of the American National Live Stock Association, all cattlemen's organizations were instructed, by formal resolution, to demand that newspaper campaigns to cut retail meat prices, modeled after the recent successful drive of the Denver Post, be carried out throughout the United States. It was held by the committee that such campaigns had proved most effective in bringing retail prices of meats into line with the wholesale figures.

Other recommendations made by the cattlemen's committee to improve market conditions were that the Packers' Consent Decree be modified; that Intermediate Credit Banks and other financial institutions adopt a policy of increasing their loans to cattlemen, thereby preventing the "dumping" of cattle on the markets; that greater tariff protection be



given the cattle raising industry; that the army and navy buy only American meats; that the costs of feed and hay should be lowered; that housewives be urged to demand that their retail meat dealers give them the benefit of low wholesale prices on meats; that the program of the Federal Farm Board be actively supported by cattlemen and attacks on the Board condemned.

## THE PUBLIC DOMAIN

THERE have been no further reports of meetings or activities of the National Commission on the public domain appointed last fall by President Hoover. It is understood that committees of workers in the departments of Agriculture and the Interior are preparing information reports for the future meetings of the Commission, and it still appears to be necessary that the Commission shall make its report and recommendations not later than December 1. At the time Congress appropriated for the support of the work of the Commission, it was stipulated that the report and recommendations should be submitted at the time of the opening of the short session of Congress next December.

Last week Secretary Wilbur of the Interior Department delivered two speeches in Utah on his way to the Pacific Coast. Before the Chamber of Commerce at Salt Lake City, on the evening of August 6, the Secretary repeated many of the statements regarding the public domain voiced by him in his initial speech on the subject at Boise in June of last year. He also dealt largely with western water and irrigation problems, and particularly with the necessity for a uniform plan of western development not based largely upon state lines or interests of individual states. "It is one of the striking things in human development that the established community where people are settled and comfortable fights opportunities for new areas." In this vein, the Secretary disposed of the opposition, that has been expressed in eastern states to further development, at national expense, of the irrigation districts in the West.

The feeling in the West favoring ownership by the states of underground as

well as surface resources of public domain areas appears to be increasing. Senator Smoot recently expressed approval of such action during his visit in Utah. With the certainty that no important action can be taken except through legislation by the United States Congress, and in view of the requirement that the Commission shall make its recommendations by next December, the livestock

and other agricultural and industrial interests in the West can safely await the Commission's report, being assured that before any such recommendations can be given effect, opportunity will be presented for full discussion and consideration before the public lands committees of the House and Senate of the United States, as well as on the floors of the two branches of Congress.

## The \$400,000 Lamb Fund

The Lamb Situation and the Financing of the National Lamb Campaign Are To Be Considered at the Special Lamb Convention Opening at the Utah Hotel, Salt Lake City, August 23, at 10 A. M.

UNUSUAL expressions of approval and interest in the lamb advertising plan formulated at the June 30 meeting of the executive committee of the National Wool Growers Association are being received from state wool growers' associations and from individual sheepmen in all sections of the country.

The response to the proposal seems fully to corroborate the oft-expressed idea that in times of distress sheepmen are most ready to support organized effort for their common interests.

The plan, as adopted on June 30 and as reported in the July issue of the Wool Grower on page 15, has since been officially and unanimously endorsed by the conventions of state wool growers' associations in Arizona, Utah, Wyoming, Colorado, and Texas.

The Montana Association called a special and open meeting of its executive committee to consider the plan which was presented by President Williams, who was at the Salt Lake meeting on June 30. After receiving the presentation of the situation and of the proposal, the Montana committee, with about thirty association members in attendance, enthusiastically endorsed the whole undertaking and voted to assume and collect the Montana quota of \$51,000 per year in each of the next four years. Under the Montana plan, sheep owners will be asked to sign cards pledging payment of five cents annually for each lamb raised,

this amount to include all national and state association dues and assessments.

A series of meetings are to be held in Montana for introduction and discussion of the plan, those attending being asked and expected to secure the signatures of sheep owners not present. At the executive committee meeting when this plan was approved, the thirty individuals in attendance pledged the amounts due from their concerns on the basis of lambs raised, representing a total of \$8,000 of the \$51,000 quota apportioned to the state.

The Montana meeting was attended by T. E. Marlow and representatives of other banking institutions in the state. Subsequently, officers of the state bankers' association wrote their membership urging that strong support be given the sheepmen's undertaking and that their sheep-owning clients should, in all cases, be urged to give first consideration and preference to their obligation to pay their assessed dues for the support of their organization work.

The Colorado Association, under the active leadership of its new president, R. E. Sellers, is circulating cards for signature by sheep owners which authorize the collection of the Colorado assessments in the amounts required to meet the national quota and the state association's requirements through the livestock commission

houses at Denver and other commission houses receiving Colorado lambs, or by payment direct to the association.

Utah bankers are also taking active interest in the plan as well as in the Utah Association's special lamb week (August 23-30), under which all parts of the state will have forcibly presented to them the attractive and economical qualities of lamb. Local and branch associations are taking charge of the details of the lamb week in their respective localities and will later handle the matter of collections for the national lamb advertising and promotion fund.

Wyoming wool growers decided at their recent convention to raise their share of the fund by assessing all sheep in the state two cents per head; tax roll numbers to be used in levying the assessment. Work in making the collections is to be started very soon by the appointment of committees by President Thomas Cooper of the Wyoming Association to work in each county. Wool growers are being urged, however, not to wait for members of the committee to call upon them, but to send the amount of their assessments direct to the association office at McKinley.

Arizona is also at work in forming plans to collect its proportion of the fund. At the recent convention of the Arizona Wool Growers Association, when endorsement was given to the proposal, it was estimated that in addition to the regular state dues of three cents per head, a special assessment of three cents per head on all sheep in the state would be necessary to obtain the \$10,484 which Arizona is asked to raise each year. Figures are now being compiled on the total number of sheep represented in the association and when these are completed, decision will be made on the amount of the assessment.

Texas wool growers are very united in their approval of the proposal to institute a national advertising campaign for lamb. No definite plans were made at their recent convention to collect the funds for their state, but action is to be taken immediately after the Special Lamb Convention.

The special convention called for August 23 at Salt Lake City, it is expected,

will advance the plans for the lamb promotion campaign and arrange for action on the proposal by the state organizations whose endorsement has not yet been received. The complete membership of the executive committee of the National Association is being strongly urged to be in attendance at the convention and at their

regular midsummer meeting which comes at the close of the open sessions, and there will also be many other representative sheepmen from the various states present, so that a large area of the sheep industry will be familiarized with the objects of the advertising campaign and thus made willing to do their share in supporting it.

## National Livestock Cooperative Organizations

THE affairs and plans of the National Livestock Marketing Association are gradually assuming more definite shape. The first meeting for the consideration of a National Livestock Marketing plan was held in Chicago last October under the auspices of the Federal Farm Board.

Numerous other meetings were held subsequently. Material difficulty developed in the attempt to bring into a common organization and plan of operation, all of the large and influential associations that were operating independently on supposedly cooperative principles. At a meeting held at Chicago in May, the proposed new national association was joined by the various branches of the Livestock Producers Association and by several other cooperatives having substantial amounts of livestock under their control. The livestock marketing concerns controlled by the Farmers Union, however, which are prominent in several markets, did not subscribe to the national plan at that time and the Central Cooperative of St. Paul, Minn., also remained out of the new set-up.

The national plan which has been ardently supported and advocated by Mr. C. B. Denman of the Federal Farm Board, is based on the principle and idea of a central organization and clearing house for relating of all such cooperatives with the Farm Board in the obtaining of loans and on other points in connection with which the facilities obtainable from the Federal Farm Board can be utilized. The Board was reluctant to recognize and support a national organization until it should include all of the various cooperatives in existence. Consequently,

another meeting was held at Chicago on July 15. Unfortunately, the Farmers Union organization, and the Central Cooperative still declined to enter the national livestock association. The associations that were agreeable to working in the national set-up then proceeded to complete their organization and plans by electing officials as follows:

President, C. A. Ewing, Decatur, Ill.; secretary and manager, P. O. Wilson, Cincinnati, Ohio. The directors are: M. S. Barker, Indianapolis; J. H. O'Mealey, Detroit; Lee R. Highlen, Cincinnati; L. O. Grieser, Quincy, Ill., representing the National Feeder and Finance Corporation; E. F. Forbes, San Francisco, Western Cattle Marketing Association; E. C. Rector, Pittsburgh; George Wilson, Peoria; J. L. Snook, Jr., Sioux City; H. H. Parke, Chicago; E. A. Beamer, Buffalo; Dr. O. O. Wolfe, Kansas City; J. R. Fulkerson, St. Louis; Ben B. Brumley, McComb, O., National Order Buying Company; H. L. Kokernot, San Antonio, Texas Cattle Marketing Association; C. A. Ewing, chairman, Live Stock Advisory Committee; and L. J. Taber of the Grange, Charles E. Hearst of the Farm Bureau, and Frank E. Mollin of the American National Live Stock Association, at large. The Farmers Union may have a director-at-large also, as well as each new cooperative commission house handling 2,500 cars or more per year that decides to come in.

The National Livestock Marketing Association also has set up a finance corporation which is to be capitalized through loans from the Federal Farm Board and on the basis of such capital-

ization it will be able to discount in large amounts with the Federal Intermediate Credit Banks.

Regional associations representing large groups of states, are also being organized to work with and through the National Board. These regional organizations, in some cases, will also organize and conduct credit corporations for service to their members in making loans upon sheep and cattle.

The organization of the Intermountain Livestock Marketing Association as a

branch of the national concern was completed at Denver on August 6, with the election of the following officials:

President, C. R. Arnett, Montana; vice president, Field Bohart, Colorado Springs; secretary-treasurer, Perry J. Williams, Granite Canyon, Wyoming; manager, Louis Vinke, Helena, Montana; headquarters, Denver Stock Yards.

It has also been reported that the livestock cooperatives referred to above as not being agreeable to participation in the National Livestock Marketing As-

sociation, held a subsequent meeting and named the following directors:

G. R. Miller, Chicago; Joe Atkins, Sioux Falls; George W. Hobbs, Kansas City, Mo.; C. F. Emmert, St. Joseph, Mo.; H. R. G. Keeny, Omaha; W. E. Quial, Denver; and L. J. Alkire, Wichita.

It has not been determined whether this latter organization will apply for, or receive the financial assistance of the Federal Farm Board.

## Wool Cooperatives Will Elect National Directors

**A**NNOUNCEMENT of times and places for district meetings at which new directors of the National Wool Marketing Corporation are to be chosen has been made as follows:

District 1 (to elect three directors). This district includes all associations having membership in the National Wool Marketing Corporation and located in Washington, Oregon, California, Idaho, and Nevada.

District 2 (to elect five directors). This district includes all member associations in Montana, Wyoming, Utah, Colorado, and Arizona.

District 3 (to elect five directors). This district includes all member associations in Texas and New Mexico.

District 4 (to elect one director). This district includes all member associations in North Dakota, South Dakota, Nebraska, Kansas, Oklahoma, Arkansas, Louisiana, Missouri, Iowa, Minnesota, Wisconsin, and Illinois.

District 5 (to elect one director). This district includes all member associations in Ohio, Michigan, Indiana, and other states not included in the other districts.

The assignment of the number of directors to each district was made at a meeting of the directors of the National Wool Marketing Corporation held at Denver, Colorado, on August 5. The by-laws of the Corporation require that the present temporary board of organizing directors should meet subsequent to the completion of shipment of 1930 wool, and assign times and places for district

meetings at which the regular and permanent directors of the Corporation should be named. The times and places for these meetings are as follows:

District 1, Pocatello, Idaho, August 22.

District 2, Salt Lake City, Utah, August 23.

District 3, El Paso, Texas, August 30.

District 4, Minneapolis, Minnesota, August 27.

District 5, to be announced.

Each member association will select its own representatives to attend its district meeting and cast its vote for the national directors from that district. Votes are to be cast by member associations in accordance with the National Corporation stock held by them. This stock is required to be held by member associations on the basis of one share (par \$100) for each 100,000 pounds, or major fraction thereof, of wool or mohair delivered to the Corporation for sale. The constitution and by-laws of the National Corporation require that a meeting of its stockholders shall be held subsequent to these elections in the various districts for the confirmation of those elected as permanent directors of the National Corporation. The next meeting of the permanent directors is to be held in Boston in November.

The total amount of wool contributed to the National Corporation by its twenty-six member associations was reported to the directors at Denver as amounting to 123,000,000 pounds, which is 40 per cent of the total amount of wool estimated to be shorn in the United States this year.

The total includes 10,000,000 pounds of Texas fall wools signed up to the different Texas member associations within the last few weeks.

The amounts of wool and mohair received at Boston from the various member associations up to July 26 were as follows:

American Mohair	957,504	652,490
Arizona	1,323,700	107,708
California	3,166,497	1,256
Central	974,661	
Colorado	5,326,484	1,900
Colorado-New		
Mexico	3,075,781	58,697
Eastern Idaho	3,976,393	
Iowa	1,057,866	
Lone Star	5,705,871	218,946
Michigan	462,810	
Mid Texas	1,457,987	212,060
Midwest	1,951,983	
Minnesota	930,503	626
Montana	10,552,987	512
Nevada	1,140,685	
New Mexico	4,700,694	213,883
North Dakota	1,303,068	
Pacific	6,837,126	325,463
Sonora	1,528,986	135,772
South Dakota	3,077,334	
Southwest	5,116,975	4,766,949
United	553,957	
Utah	10,377,544	126,439
Washington	4,897,160	
Western Idaho	4,385,237	
Wyoming	8,883,115	25
Total	93,722,908	6,822,726

The above figures do not include some



amounts of wool held in warehouses in Texas, New Mexico, and Oregon, which will be offered for sale at those points at terms approved by the sales agency of the National Corporation.

The directors voted to make the National Wool Grower the official organ of the National Wool Marketing Corporation, and to publish therein regular statements of the operations of the Corporation and of wool market conditions. The audit of the accounts of the Corporation was submitted and approved. It shows total borrowings up to July 29, of \$23,857,839. Of this amount, \$8,134,000 have been obtained direct from the Federal Farm Board. From the Federal Intermediate Credit Bank, there has been borrowed a total of \$8,516,000, while from the First National Bank of Boston, borrowings have been made to the amount of \$7,815,000.

#### THE PACKER'S CONSENT DECREE

THE Supreme Court of the District of Columbia has announced that consideration will be given at the October session to the petition of the packers for a modification of the so-called 'Consent Decree', which was entered February 27, 1920, under the administration of the United States Attorney General Palmer, during the Wilson administration.

At that time the packers' representatives will argue as to changes of conditions since the original entry of the decree and other reasons why its terms should be modified, particularly to remove the prohibition of the engagement by packers in the retailing of meat and other food products.

The National Wool Growers Association will be represented at the coming court hearing by counsel to present the position of the association as expressed by the resolution passed at the Phoenix convention. It has been announced that the movement for the modification of the decree is receiving the support of the Federal Farm Board.

On May 26 a resolution, of which Senator Black of Alabama was author, was adopted by the United States Senate calling upon the Attorney General for a

statement of his position as to the efforts being made by the packers. In reply to the Senate's questions as contained in the resolution of May 26, the Attorney General made the following statement:

1. The resolution refers to March 19, 1928, as the date when the decree was sustained by the Supreme Court of the United States. A decision was rendered by the Supreme Court of the United States on that date in the case of *Swift & Co. et al. v. United States* (276 U. S. 311) affirming the validity of the decree. That decision did not fully open the way to proceedings to enforce the decree. Under date of May 1, 1925, the Supreme Court of the District of Columbia had entered an order suspending the operation of the decree until the further order of the court after full hearing on the merits. That order was made on the motion of the California Cooperative Canneries, which had been allowed to intervene. That order stood in the way of any proceedings to enforce the decree until the decision of the Supreme Court *v. California Cooperative Canneries* (279 U. S. 553), which was rendered May 20, 1929. It was not until July 24, 1929, that the mandate of the Supreme Court was entered in the Supreme Court of the District of Columbia restoring the consent decree to operative effect. Immediately thereafter, and in August, 1929, the Swift and Armour groups of defendants filed petitions asking for modification of the original consent decree. Since that time our efforts have been directed toward disposing of the petitions for modification. It is so unlikely that the court will take steps to compel the defendants to dispose of their various holdings in obedience to the decree while the petitions for modification are pending and undisposed of, that we have not felt it worth while to make any such application.

2. The petitions for modification of the decree above referred to were considered by the court on February 27, 1930, on motions of the Wholesale Grocers' Associations to dismiss the petitions for want of jurisdiction of the court to entertain them and on the ground that they did not state facts sufficient to justify modification. While the court had these motions under consideration the petitioning defendants amended their petitions, altering and expanding them in substantial respects. The motions were renewed as to the amended petitions and on June 28, 1930, these motions were overruled and the petitions now await a hearing on the merits. In response to our motion that the case be set for hearing on the earliest date possible, the court has definitely set the hearing for October 7 next.

3. With respect to the attitude of this department toward the petitions of Armour & Co. and Swift & Co. for modification of the consent decree, I have declined to entertain any suggestion that I stipulate for any modification of this decree. I have taken the position that the decree, although entered by stipulation and consent, is a judicial decree, to be dealt with as such; that either by virtue of the clause at the foot of the decree reserving jurisdiction or by virtue of general equity powers, or both, the court has jurisdiction to entertain a petition for modification on a proper showing; that because of the importance of the matter involved and the conflicting interests, the matter should be fully heard on the merits by the court and no modification of the

decree made unless on such a judicial hearing and without any stipulation by or consent from the United States, the evidence presented justifies, upon application of accepted principles of law and equity, some modification.

The public interest requires that the application for modification be expedited in every way and disposed of as soon as possible, and it has for that reason seemed to me that technical objections to the jurisdiction or the sufficiency of the petitions were not advisable and the ultimate disposition of the petitions would be expedited by a hearing on the merits as soon as possible, and it was for that reason also that the government did not join in the objections to the petitions for want of jurisdiction or for insufficiency of their allegations. Conflict of interest, asserted by livestock growers on the one hand and wholesale grocers on the other, is only one phase of the matter. As said by Justice Bailey in his recent opinion overruling the Wholesale Grocers' motions, the petitions for modification involve questions of such economic and financial complexity that their effect can be determined with much more certainty after a full hearing on the merits. It is advisable that all parties to the litigation be given the fullest opportunity to present their proof.

I have filed answers to the petitions denying their allegations and challenging the defendants to strict proof. As soon as the petitions for modification were filed this department entered upon an investigation of the pertinent facts and has been bending its efforts toward a complete and accurate presentation to the court of all discoverable facts bearing on the application. It is my intention to present to the court every justifiable argument and fact which tends to the conclusion that the decree should not be modified. I have no doubt that those who are interested in obtaining modification will present to the court all the evidence and arguments which tend to support their position. While welcoming any assistance which may be given by any of the parties to this litigation in the presentation of the case to the court, I have no intention of leaving the conduct of the case to others outside of the department. It is obviously the duty of those in the Department of Justice in charge of this case to take an active part in its presentation and to leave nothing undone to present the matter fully to the court.

The questions presented in paragraphs 4, 5, and 6 of the resolution are covered by what has been said above.

With respect to paragraph 7 of the resolution, I may say that it has been the uniform practice of the Attorney General to refrain from expressing opinions on legal questions pending for decision in the courts. The question whether this decree should or should not be modified is a judicial question awaiting decision in this litigation. Any expression of opinion from me as to what disposition the court ought to make of the petition, particularly in advance of obtaining all the evidence and a full disclosure of the case, would be inappropriate. Whatever evidence is available in opposition to the petitions will be presented to the court and whatever arguments are open to the government in opposition to the petition will likewise be presented as completely and effectively as possible.

Respectfully,  
WILLIAM D. MITCHELL,  
Attorney General.

## MATHESON RETIRES

IT was with distinct surprise and shock that the entire sheep and lamb trade from one end of the country to the other learned that "Bob" Matheson had retired as the active head of Swift & Company's sheep buying department at Chicago. His semi-retirement is felt as a distinct loss to every branch of the trade. Genial, generous, the soul of honor, than whom none is abler, he is beloved by buyers, sellers and competitors alike. "Lou" Swift and "Bob" Matheson for over a quarter of a century have held the undisputed and honorable leadership in the sheep and lamb trade of the United States.

Mr. Matheson was born at Tavistock, Ontario, Canada, in 1865. When twenty years of age, he was postmaster. In 1886 he began business at Buffalo, N. Y. with his father, G. D. Matheson, who since the early '70's had bought cattle and sheep in Canada and exported to Europe and to the United States.

The year 1892 proved a fateful one for young "Bob," for at that time he was located in Buffalo, N. Y., in charge of his father's business there, when he met G. F. Swift and his son Louis F. The elder Swift, always a keen judge of men, hired "Bob," who was then twenty-seven years of age, to go with Swift interests at \$2500.00 per year, a good salary those days for a young man.

During the intervening years "Bob" handled for Swift & Company 100,000,000 sheep and lambs or at the average rate of over 3,400,000 per year. The lowest price ever paid by him was for ten carloads of sorted, fat Indiana lambs at \$3.20 per hundredweight, and the highest was \$22.75 per hundredweight in 1917 for fed western lambs.

"Bob's" first real break into the livestock business was with cattle. His father had a high reputation in Scotland and England in the "Eighties" as an exporter of top American cattle. In 1885 he sent "Bob" over to Scotland in charge



ROBERT STEWART MATHESON

of 300 head of fine, heavy bullocks. He was sixteen days on the water, twelve days of which he was seasick. Arrived at Greenock, at the mouth of the River Clyde, he promptly deserted the ship and struck out for dry land and Glasgow, his destination, where the cattle were sold to English buyers at top prices. "Bob" remained in Scotland for six months, working for and with the famous firm of Swan Brothers, auctioneers, where he laid the foundation of his subsequent liking for, and knowledge of livestock.

During the present period of flux in the marketing of agricultural products, including livestock, where great changes in methods seem imminent, men of outstanding character, ability and experience in the various commodities are, or should be, in great demand. When the National or Central Livestock Selling Agency, operating under the Farm Board, shall have been perfected, the writer can conceive of no better qualified man in the United States to be National General Manager of the sheep interests of that great organization than Robert Stewart Matheson.

F. J. Hagenbarth

## THE MONTANA PLAN OF CO-OPERATIVE LAMB FEEDING

A PLAN of grower and feeder cooperation in the finishing of lambs recently developed in Montana was reported by the wool growers association of that state last week, with the statement that further and complete details would be announced on August 15.

The grower signs up his lambs with the Montana Wool Cooperative Marketing Association, and this organization will place the lambs with the feeder through the National Feeder and Finance Corporation. For this service the Montana organization charges ten cents per head. At the time of shipping the Montana Association receives the lambs, sorts off the fat end and lambs which cannot be classed as feeding lambs. The latter are sent to market and the feeder lambs are weighed with an overnight shrink or its equivalent and consigned as a feeder shipment. If the shipment is large the feeders will be sorted and divided by the National Feeder and Finance Corporation, and while en route the shrink is prorated among several feeders.

The feeder fattens the lambs under the supervision of the National Feeder and Finance Corporation, and the feeder is charged twenty-five cents per hundredweight for this service. The feeder pays the portion of the freight that is due at the unloading point, but at the final settlement is credited with half of the freight bill.

When the lambs are ready to go they are marketed through the National Live Stock Marketing Association and final settlement made on the following basis:

1. The grower and the feeder each pay half the freight and selling charges on the market.
2. The feeder on his gain in weight, based on range weight and market weight, gets the market price per pound for the fat lambs plus 30 per cent less deductions mentioned above.
3. The grower gets the balance less the charges mentioned above.

Arrangements are now being made to advance the grower up to \$1.50 per head on his lambs at the time he makes the agreement. Here is an example based on one 60-pound lamb, range weight:

If the lamb weighs 90 pounds at Chicago and brings ten cents per pound, then the feeder gets thirteen cents a pound for 30-pound gain or \$3.90. Out of this the feeder must pay for the supervision and half the freight and selling charges and the balance is returned to him for labor and feed. The balance of \$5.10 (\$9.00 less \$3.90) goes to the grower, out of which he must pay the local association charge of ten cents per head and half the freight and selling charges which should not be over seventy-five cents. If the total charges to the grower were as high as ninety cents per lamb on this basis he would have \$4.20 or seven cents per pound for his lamb.

The feeder feels he is assured of something for his feed this way and his biggest risk is that of death loss; loss from the range to the feeder is borne by the grower.

# AROUND THE RANGE COUNTRY

## WYOMING

Temperatures averaged close to normal for the month, though there were some warm weeks and some cool weather. Rain was insufficient as a rule, being somewhat less than normal. It was good haying weather and crops are considered satisfactory. Livestock are doing well, and some will finish off somewhat earlier than usual.

### Casper

This afternoon and evening (July 10) there have been showers around Casper and in the mountains; it looks as though the dry spell has been broken.

In view of present conditions in the sheep business and to help stabilize prices this fall many wool growers of Natrona County will hold their old ewes at home, likewise their ewe lambs and small wether lambs, planning to feed and market the wethers next spring when they are ready. There will probably be a loss in the old ewes but this will be offset by the crop of lambs that will be saved from the rest of them next spring.

If wool growers in the western states would pursue this policy it would help very materially this fall in sustaining prices at the central markets.

C. P. Johnson

## MONTANA

Some hot weather occurred, but much of the month was very fine. Showers were well distributed, and in most cases moisture was sufficient, though toward the close a dry spell had caused the need for more rain in parts of the range territory. Most livestock are from good to excellent; and hay crops are fairly good.

### Hamilton

July has been a very dry month and at present (July 28) summer range feed is much drier than usual. We will have fewer fat lambs this year, although most of our lambs are ordinarily sold as feeders, going to Utah and Colorado. There has not been any contracting yet. We think growers will sell more of their ewe lambs this fall than they ordinarily do.

For summer work in the timber we

**T**HE notes on weather conditions appearing under the names of the various states are furnished by J. Cecil Alter of the U. S. Weather Bureau and based upon reports and publications of that bureau for the month of July.

The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and statements of occurrences of importance and significance to wool growers.

pay, our herders \$90 a month; camp-tenders, \$75.

Rambouillet rams are used by the majority of breeders here.

Bitter Root Stock Farm

### Lebo

Feed on the summer ranges is short and dry (August 7), but fairly good in the mountains. There have been a few local showers, but for the most part it has been dry here for several weeks.

Majority of the lambs raised in this district sell as feeders, mostly at home, and there will be fewer fat lambs than usual to go to market this fall. I think, too, that fewer ewe lambs will be sold.

Herders are getting \$70 and \$75 a month; camp-tenders, \$75.

Mat Sandeno

### Sula

Early August brought us some rain, the first for a long time. Summer range feed is good, however.

The lamb crop from our band is 25 per cent short. There will be about the same number of fat lambs as in 1929, although a large part of the crop is usually sold as feeders at home. I haven't any idea about how many of the ewe lambs will be retained. As a general rule, how-

ever, the lower the price of lambs, the more ewe lambs are saved.

We use Hampshire rams.

The wage for herders is \$75 a month.

J. W. Galloghy

## OREGON

Pretty good weather prevailed, with cool temperatures much of the time, but showers were inadequate in many sections and forage has been less abundant in some areas than in normal years. The later alfalfa crops need more irrigation water than is available. The wild hay crop is satisfactory, and being gathered. Pastures are mostly dry, but range livestock are largely good.

### Condon

We are having very dry weather. There was good early feed on the summer range and it will probably hold out, but water is very scarce.

We think there will be about ten per cent more lambs to go to market this year. The big proportion of them will be feeders, which are sold at home. The lambs shipped go to eastern markets. Some mixed feeder lambs have been contracted at six cents, but only about half as many lambs have been contracted as at this time last year. More ewe lambs will be sold this fall.

Seventy-five dollars a month is paid to herders and camp-tenders in this section.

Barker Estate

### Frenchglen

Hard times and unsettled conditions are with us here.

July was an extremely dry month and range feed needs moisture. Hay and pastures are being held too high.

The proportion of fat lambs that will reach the markets this fall from this territory will be far below that of a year ago. Most of our lambs, however, are usually sold as feeders to local buyers.

Rambouillet rams head most of the flocks here.

The common rate of pay for herders is \$75 a month and board; for camp-tenders, \$85 and board.

Lausirica & Garay



## IDAHO

Warm weather prevailed, but showers came in good time and amount for most ranges, being lacking only in parts of the southeastern portion. Consequently, livestock are in thriving condition as a general report. Alfalfa hay crops were pretty good, and were gathered in good condition.

### Boise

Since July 1 the weather has been generally hot and dry. This has been somewhat detrimental to the range, but there has been sufficient to keep the lambs finishing in good shape. Both Idaho cattle and sheep have done unusually well this year. The feed is not gone yet, but on some of the lower ranges the best is gone. However, most of the lambs are gone, so that this will not have a bad effect. The number of lambs being shipped is greater than last year. In condition they are far better; in fact, we did not have any lambs as good last year as this year's crop. The lambs have grown rapidly from the day they were born. There are very few throw-outs, and in a number of bands every lamb of sufficient size is fat enough for killing. We have not contemplated the tabulations on the sale results this year. Last year the percentage of killing lambs out of our June shipments was 83 per cent; out of the July shipments, 79 per cent; out of the August shipments 55.8 per cent, and out of the September shipments 40 per cent. It promises to average better this year.

Most of the lambs are going to Denver, Omaha, St. Joseph and Kansas City this year, with a much smaller proportion to Chicago. There has not been much reason to ship to Chicago this year.

Not many lambs have been contracted. A few good feeder lambs have been contracted at six cents, but most lamb feeders have refused to contract lambs that have been offered to them at 5½ cents and six cents. One man told me yesterday

that he had bought a few this week (July 26) at five cents. However, at present low prices there is much interest in buying lambs. Grain is cheap and most of the old lamb feeders, with a number of new men, are interested in starting in, using this method to consume the feed for which high prices are not anticipated. Lamb feeders over Idaho seem to be much of the same opinion. We all took a heavy loss last year, and while not many of us are broke, and are able to feed again, we will be broke next spring. Judging from the conversations and requests coming in, there is much more interest in wether lambs to be fattened for market than in straight ewe lambs. Ewe prices are so discouraging, and older ewes so cheap, that this threatens to lessen the demand for straight ewe lambs this year.

Mutton rams are most in demand. Almost 70 per cent of Idaho is a mutton producing region, and this section feels ordinarily that they can not afford to raise their own ewe lambs, a feeling that is much more prevalent this year. On the other hand, the other sections of Idaho will continue to raise ewe lambs.

## WASHINGTON

There has not been rain enough in any part of the state, though deficiencies are not alarming as yet in any of the grazing territory. Haying was prosecuted in satisfactory manner. Mountain streams and water supplies are becoming low; and livestock are barely holding their own in many sections.

### Hellgate

We had no moisture at all during July and hay crops are very short. Range feed is only fair.

Possibly there are 20 per cent more lambs to be sold this season, but the proportion of fat lambs will be 20 or 30 per cent below normal. In average years most of our lambs go to the Chicago market with only a small number of them selling as feeders. Most of the ewe lambs will be sold, due to short range, feed, and credit.

Sheepmen use Hampshire rams largely as sires for their flocks.

Herders are receiving \$75 to \$80 a month; camp tenders, \$65 to \$75.

Hellgate Sheep Co.

## NEVADA

Exceptionally warm weather persisted through the month, and rain was not sufficient most of the time, while water was becoming low in irrigated sections. Pastures and lower ranges were needing moisture nearly everywhere, but nevertheless livestock have done very well and are mostly in good condition. Only a moderate prospect is reported for alfalfa hay, the second growth being fair.

### Elko

Weather conditions have been favorable here and range feed is good.

The lamb crop is estimated to be 25 per cent larger than in 1929. No contracting has been done yet. I have not heard of any ewes being sold either. The winter loss on ewes (6 per cent) was slightly higher than in other years.

Herders are receiving \$75 to \$80 a month.

J. A. McBride

## UTAH

The month averaged somewhat warmer than usual, and over the northern portion at least there was more than the usual amount of rain. The warm weather, especially in the south, desiccated crops rather badly at times, and water supplies were diminished rapidly, but ranges held up very well, and livestock are mostly in pretty good shape. More rain would help pastures and foothill ranges, especially in middle and southern counties.

### Parowan

Considering the early part of the season when it looked as if feed conditions would be bad, the summer has been fairly good. Recent rains have improved the ranges materially and also valley crops. Winter ranges are being considerably benefited by the fall of moisture that has come during the last few weeks.

Day Sheep Co.

(Continued on page 43)

## THE GOVERNMENT MID-SUMMER SHEEP REPORT

**T**HE Annual Midsummer Sheep and Wool Outlook, published on August 5, by the U. S. Department of Agriculture contained the following regarding the lamb situation:

The long time outlook for the sheep industry is that a considerable reduction in sheep numbers, both in this country and abroad, is likely to take place during the next two or three years which will place the sheep and wool industries in a better economic position than at present.

The problem of the western sheep grower at this time is very difficult. The lamb crop of 1930 was about 2,000,000 head, or eight per cent larger than the crop of either of the two preceding years. Eighty per cent of the increase was in the western sheep states. The hay crop in some of these states is short. The northern plains sections has suffered severely from drouth. Losses from lamb feeding operations last winter were heavy. Thus far very few contracts have been made for feeding lambs to go into Colorado and western Nebraska feed lots. The drouth in the corn belt is reducing feed supplies in that region.

The demand for stocker and feeder sheep and lambs for the year to date has been materially below that for the corresponding period in 1929. Despite increased receipts of lambs at public stockyards and decreased prices for feeder lambs the shipments of feeder stock from these yards to the country have been the smallest in several years. As a result of this situation the proportion of market receipts moving into slaughter channels has been larger than usual. Purchasing power of consumers has been materially reduced and the larger supplies for slaughter have been taken at greatly reduced prices.

### Supply of Lambs

The lamb crops in both the native and western sheep states were larger this year than last. The increase amounted to about 400,000 head, or four per cent, in the native sheep states and 1,600,000 head, or 9.5 per cent, in the western states. While the number of lambs saved per hundred ewes was considerably larger this year than last, it was but little different from the average of the preceding five years. In other words the lamb crop this year was about the average number to be expected from the present number of breeding ewes.

The early lamb crop (lambs dropped before the middle of March and usually marketed by the middle of August) was about nine per cent larger this year than last in the western states and 3.5 per cent larger in the native sheep states.

Texas was the only state in the western group that had a smaller lamb crop than that of last year. The largest increases in the western crop were in the late lambing areas where unfavorable feed and weather conditions last year reduced materially the number of lambs saved per 100 ewes. Similar conditions in Texas this year resulted in a decrease in the number of lambs saved per 100 ewes in that state from 77 last year to 62 this year, and this decrease more than

offset the state's increase of over 12 per cent in breeding ewes.

Marketings of this year's lamb crop thus far have been much larger than those for the same period in any previous year. Inspected slaughter in May and June was 14 and 17 per cent larger, respectively, than that in those months of 1929.

Market receipts indicate that July slaughter materially exceeded that of July last year. Receipts and slaughter were especially large in June and July at eastern points, indicating a heavy movement from the early lambing areas of the southeastern states.

### Demand for Lambs

The upward trend in consumer demand for lamb and mutton which prevailed in recent years did not continue through the first half of 1930 because of unfavorable business conditions and lower prices for competing meats. Per capita consumption of federally inspected lamb and mutton in this period amounted to 2.56 pounds, compared with 2.18 pounds in the first half of 1929. Although this was an increase of 17.4 per cent it was accompanied by material declines in wholesale and retail prices of dressed lamb. The weighted average wholesale price of good grade carcass lamb at New York declined from \$28.35 per 100 pounds in the first half of 1929 to \$21.59 in the first half of 1930. The weighted average United States retail price of leg of lamb, as reported by the Bureau of Labor Statistics, declined from 41 cents to 37 cents per pound. For the same periods the average price paid per 100 pounds for slaughter lambs dropped from \$14.80 to \$10.22. The reductions between the two periods amounted to 4.58 cents per pound, or 31 per cent, in the price of live sheep and lambs; 6.76 cents per pound, or 24 per cent, in the wholesale price of good grade carcass lamb; and four cents per pound, or 10 per cent, in the retail price of leg of lamb.

The buying power of consumers and the industrial demand for farm products in July was at the lowest level reached so far in the present depression. Payrolls of manufacturing plants in July were around 20 per cent under those of a year earlier, and wholesale prices of all commodities were down about 15 per cent.

The downward trend in lamb prices which began in April, 1929, continued through November and after a partial recovery in December and January made a further decline which was not checked until April this year when the average price of sheep and lambs slaughtered was \$9.25. In April last year the average was \$15.75. Lamb prices advanced unevenly during May and the first part of June this year, but have since been on the downward trend. The average price of sheep and lambs slaughtered during the fed-lamb season, December, 1929, to April, 1930, was \$10.56 as compared with \$15.03 paid during the corresponding period of a year earlier. The low level of sheep and lamb prices during the first half of 1930 was due in large part to the unusually large market supplies, but additional depressing influences were the unfavorable business situation, low prices for wool and pelts and a general decline in all commodity prices.

### Sheep Production Outlook

The sheep industry expanded rapidly in recent years. This is not new, the industry having gone through several periods of alter-

nate expansion and liquidation. The liquidations that followed previous expansion often were too drastic, resulting in unnecessary losses to individual producers and sometimes in excessive reductions in total breeding flocks. The individual producer should consider carefully his feed supplies and the long time outlook for the sheep industry in making his plans for next year. Where feed supplies are available he may find that present conditions will offer him a good opportunity for improving the quality of his breeding flock.

### OREGON RANGE CONDITIONS

In Baker County the hay crop is spotted in some places being better than last year and in some places poorer. The alfalfa crop is expected to be a little below normal and present indications are that Baker County's total hay crop will be a little below normal though ample to meet feed requirements. Some forced liquidation of livestock holding is reported among some financially weak operators. This is expected to reduce the number of livestock carried through the winter, and therefore, the feed requirement, which will likely make the hay supply adequate. In one instance in Baker County lambs contracted last fall at ten cents were being accepted by the buyer. In most cases, however, the \$1.00 advance on such ten cent contracts has been forfeited, and the contracts voided.

In south central Oregon, Klamath and Lake counties, wool growers report that the late lamb crop consisting extensively of Rambouillets will be abnormally small in size owing to the dry feed this year. This, of course, does not apply to the lambs that will be run in the Tule Lake area or those to be fattened on rape in the Klamath marsh area. Ned Sherlock and Stanley Hanson, Lake County sheepmen, report that their early lambs are of better size and quality this year than they have been for a long while. Ample spring moisture accompanied by warm weather made it possible for these early lambs to be kept on green grass and excellent feed from the time they were dropped in March and late February until they were ready for market in late July. But even in cases where these fine-wooled lambs are of unusual high quality, bids are made for them reluctantly by buyers, apparently a marked preference being shown for the black-faced lamb. Because of the cautious and conservative activi-

ties of the lamb buyers this year a much larger percentage of the Oregon lamb crop is being shipped by the owners. This is true in all sections.

Wallowa County reports the best lamb crop in years. Many stock owners say the early grass, the favorable lambing season, and the fact that ewes came out of the winter in good condition are responsible. During June and early July buyers were offering to contract lambs at 7½ cents. The Wallowa wool clip sold at prices ranging from 17 to 20 cents, most of the sales taking place during June.

In Morrow County many lambs are being shipped east by growers. Water holes have dried up this year which in the past have never been known to fail. Feed is good but dry in all sections, except in the south central portion of the county where both feed and water were gone by August 1. In the high Cascades snow fed lakes in natural mountain meadows by the score have gone dry this season, something out of the ordinary. In Mt. Jefferson Park, usually dotted with snow fed lakes in July and August surrounded with green and succulent grass, nothing but dry pot holes mark the places where these once were. The big need of the Oregon range country is early and ample rains.

In western Oregon one of the largest hay crops in years has been harvested, indicating a substantial surplus of hay and lower prices.

The Oregon lamb crop is about 19 per cent or 275,000 head greater in 1930 than the short crop of 1929 and about eight per cent or 125,000 head greater than in 1928 according to the July estimate of the Federal State Crop Reporting Service. The lamb crop of 1930 is estimated at 1,736,000 head compared with 1,461,000 head in 1929 and 1,611,000 head in 1928.

"The number of lambs saved per 100 ewes was 90 this year compared with 80 last year and 95 in 1928. Breeding ewes in Oregon have steadily increased since 1924 until January 1, 1930, when they were estimated at 1,929,000. The unusually large increase in the 1930 lamb crop over 1929 is due to increases both in the number of ewes and the number of lambs per hundred ewes.

"Considerable numbers of dry ewes in

range bands this year resulted from the poor range conditions in the fall of 1929. The weather during lambing time this year, however, was very favorable and

the better than average lamb crop percentage more than offset the decrease due to above average number of dry ewes." Corvallis, Ore. Wm. L. Teutsch

## Utah Lamb Week

DETAILED preparations for Utah Lamb Week, August 23-30, are now being completed with sheepmen cooperating most effectively in thirty-five cities and towns. The proposal of Secretary James A. Hooper of the Utah Wool Growers Association to have such a week devoted to securing intensive publicity

committee is composed of Sidney E. Nicholes, Mrs. Delbert Chipman, Eugene Nicholes, Mrs. Milton Ingersoll, and Thomas Coddington. Under its supervision a committee has been selected to work directly with the meat shops, to secure the assistance of the dry goods stores in making displays of woolen



The summer months have seen much activity in the state of Utah to create a greater demand for lamb. The wool growers of American Fork have taken a very prominent part in this movement and on Poultry Day, June 25, the Ladies' Auxiliary Association of American Fork had four floats; the principal one is shown above. American Fork has set aside Tuesday of every week as "Lamb Day," and every effort is being made in that community to advertise lamb.

for the merits of lamb in all communities in the state was considered at the midsummer meeting of the sheepmen's organization at Logan and given hearty approval. Committees for the work in different localities were appointed and reports of progress are now being received at the office of the Utah Association.

The American Fork Wool Growers Association, which embraces Lehi, Pleasant Grove, Alpine, and the surrounding territory as well as American Fork, has outlined, with the Ladies Auxiliary assisting, its program for the week and committees are now shaping up the details of each division of the work. The general

goods, to visit the luncheon clubs and obtain their aid in making the week successful, to ask all cafes and luncheon stands to serve lamb, and to handle the expenses of the week.

The big events of the American Fork week will take place on August 27, which has been declared a legal holiday by the mayors of the towns included in the district. A program at 10 a. m. opens the day, with baseball games, swimming contests following, and a banquet and dance closing the day. Various special committees are now completing arrangements to make this lamb day at American Fork a very memorable affair.



The ability of the American Fork Association to put over its undertakings with real success has been demonstrated previously. The float that is pictured on this page is one of four that the Ladies Auxiliary to the American Fork Association entered in the parade on Poultry Day, June 25. Also, Tuesday of every week has been set aside as "Lamb Day" in American Fork.

In Salt Lake City the livestock committee of the Chamber of Commerce, under the supervision of J. H. Manderfield of the Salt Lake Union Stock Yards and William Nielson of the Cudahy Packing Company, has taken hold of the "lamb week" idea with a great deal of zeal. Cards have been distributed among all retail butchers announcing Utah Lamb Week and offering \$55 in cash prizes for the best lamb display in retail markets in Salt Lake City. The money will be divided into a first prize of \$25, a second of \$15, third, \$10, and four, \$5. The exhibits will be judged between August 25 and 28 and the awards made on August 30.

A big parade will open the week in Salt Lake. The cooperation of O. I. Morley, general manager of the Safeway and Valley stores, having control of 48 shops in Utah, has been secured by the committee. Arrangements have also been made to have "Lamburger" served at all the concessions at the National Ram Sale. Vacant store windows are to be utilized for lamb displays and at regular intervals lamb will be served free to the public, this part of the program having been made possibly by the Utah Light and Power Company and the Utah Gas & Coke Company. Part of the lamb week program in Salt Lake consists in having speakers on the subject of lamb for all the luncheon clubs and other public meetings. Mr. S. Grover Rich has charge of the lining up of these speakers.

The Ogden campaign will also have the support of the livestock committee of the Chamber of Commerce there, of which C. B. Walker is chairman. The chairman of the general sheepmen's committee for the week is Reed W. Warnick and the Ladies Auxiliary will be represented by Mrs. Robert H. Hinckley. The committee is now at work with retailers, local packers, newspapers, and luncheon clubs to

secure the necessary cooperation to put the week over.

### TRADING IN FEEDER LAMB FUTURES

ARRANGEMENTS for trading in future contracts on feeding lambs were put into effect on July 15 by the Chicago Live Stock Exchange. On that day a contract was made between two members of the exchange for delivery in August, at \$7.25 per hundred, of a string of black-faced western lambs to run from 55 to 62 pounds in weight. On the same day \$7.00 was offered and refused for western white-faced lambs for September delivery.

For completing contracts for feeder lambs sold on the exchange by parties not owning any lambs at the time of agreeing to sell, it is necessary that certain standard grades and descriptions be employed. The Chicago Exchange's regulations provide for ten principal grades of feeder lambs with light, medium, and heavy weight divisions in each grade.

- 1—Fine wool white-faced mountain lambs.
- 2—Fine wool white-faced prairie lambs.
- 3—Medium wool black-faced mountain lambs.
- 4—Medium wool white-faced mountain lambs.
- 5—Medium wool black-faced prairie lambs.
- 6—Medium wool white-faced prairie lambs.
- 7—Coarse wool black-faced mountain lambs.
- 8—Coarse wool white-faced mountain lambs.
- 9—Coarse wool black-faced prairie lambs.
- 10—Coarse wool white-faced prairie lambs.

In the light weight section of any of the above grades, carlots of lambs must average not less than 50 pounds or more than 57 pounds.

Medium grades are to average not less than 57 pounds or more than 65 pounds.

Heavy weights are to be not less than 65 pounds or more than 70 pounds.

In each weight class, there shall be no lambs that weigh as much as seven pounds above or below the average for the class.

The above are the standard grades to be employed in all transactions. The rules provide, however, that "fancy grade lambs may be delivered at a premium established by the Clearing House Committee in proportion to the premium existing in the cash lamb market at the time of delivery."

Other regulations as announced by the exchange include the following:

Feeding lambs shall be sold under the future call upon which their delivery is to be made at the seller's option upon any business day of a first half or a second half of a specified month, in accordance with the regulations relating to future delivery contracts.

Fancy grade lambs shall be uniform in breeding, type and weight, must show or indicate superior qualifications and be of outstanding quality.

Lambs which do not grade 'standard' or 'fancy' are not deliverable on contracts.

All deliveries on maturing future delivery contracts shall be made through the Clearing House at Chicago by the presentation of the regular notices prescribed by the Clearing House at Chicago and the settlement prices of the previous day shall be the basis of delivery. All deliveries must be in conformity with these regulations in reference to delivery.

Commodities bought or sold for future delivery under exchange contracts shall be delivered at the Union Stock Yards, Chicago, Illinois.

The grade shall be established in accordance with Regulation 109, 109-A and 505 and the inspection fee shall be \$3.00 per double deck carlot, to be paid by the seller.

Clearing House charges shall be in accordance with Regulation 113, which is \$1.00 per car.

The following uniform rates are hereby established for the purchase or sale or the sale and purchase, when the transaction is to be settled by offset:

- |                            |            |                 |
|----------------------------|------------|-----------------|
| (1) Non-members            | .....Lambs | \$16.00 per car |
| (2) Members                | .....Lambs | 8.00 per car    |
| (3) Floor Brokerage, Lambs |            | 1.00 per car    |

For the sale on change and delivery on the future contracts of lambs sold for non-members who pay the regular exchange cash rates of commission, \$8.00 per carlot.

For the purchase on change and acceptance of delivery on the future contracts of lambs bought for non-members who pay the regular exchange cash rates of commission, \$8.00 per carlot.

For the purchase and sale when the transaction is to be settled by offset, \$16.00 per carlot.

Similar transactions made for members—one-half the foregoing rates.

# Summer Wool Growers' Conventions in Five States

The Record of the Summer Conventions Shows a New High Level in Organization, Building and Activity in Lamb Advertising and Wool Marketing Work. Growers in Arizona, Colorado, Texas, Utah, and Wyoming Endorse the Lamb Advertising Plan.

## ARIZONA

THE Arizona Wool Growers Association held its regular annual meeting in Flagstaff on July 8 and 9, the town where the association was organized forty-four years ago and where all the yearly meetings except two have since been held.

In the opening address made by Governor John C. Phillips at the morning session July 8, better times were predicted. "The situation in the United States," he said, "is not nearly so acute as in other parts of the world. I believe things will so right themselves that we will soon be enjoying as great national prosperity as in the past." Former Governor Geo. W. P. Hunt, the next speaker, said, "The economic depression is the aftermath of the greatest war the world has ever known and is general all over the world." In his annual report given next in order, President A. A. Johns discussed the problems facing the association in a general way and explained present conditions of the industry. Col. H. B. Embach, secretary of the association, reviewed in his report which followed such matters as forest driveways, shearing prices, herder's wages, handling and disposition of the wool crop, sheep and wool thefts and the financial affairs of the association.

Others who addressed the meeting at this time were J. B. Wilson, McKinley, Wyoming, who is secretary of the National Wool Marketing Corporation; Jos. Draper of Draper and Co., of Boston, the selling agent for the National Wool Marketing Corporation; P. G. Spilsbury, president, Arizona Industrial Congress, Phoenix, Arizona; Fred A. Hooper, representative of the American-Hawaiian Steamship Co.; Fred L. Hanna, general freight and passenger agent of the A. T. & S. F. Ry.; J. H. McClure, general freight agent of the Southern Pacific Railway.

After adjournment of the morning session the delegates and visitors passed the afternoon at the Geo. Campbell ranch,

east of town, where a barbecue lunch was served.

Moving pictures showing the ill effects of overgrazing were shown on the screen by John Kerr of the Forest Service at the evening session, July 8. An interesting talk illustrated with charts, "The Why of Current Lamb Prices," was given at this time by Mr. Noble of Armour & Co., Chicago. "The recent slump in lamb prices," he said, "was due to a steady increase in production since 1922, and to the fact that there was a decrease of late in the consumptive demand for lamb due to the economical depression." It was stated further by Mr. Noble that economists believed that the bottom had been reached in the matter of lamb prices and that conditions would improve this fall and next winter. Pictures featuring interesting scenes in the animal world, shown by Don Gilchrist, head of the predatory animal and rodent control work in the state, concluded the program for the day.

At the final session, July 9, there was much discussion over the Salt River Valley grazing fees. It was finally decided to let the individual growers buy their winter pasture at the lowest price obtainable. A sliding scale of wages for herders, varying from \$50 to \$60 per month, in keeping with market prices for lambs and wool and for the length of service rendered by good men, was suggested, but no definite action was taken in the matter. Dues for the year, it was decided, should remain at three cents on each head of sheep owned.

In the report of the meeting of the executive committee of the National Wool Growers Association held recently at Salt Lake City, Mr. T. E. Pollock stated that the consensus of opinion there favored a national campaign to advertise the food value of lamb in the diet as a means of increasing its consumption along with other meats.

When this matter came up for general discussion and action, decision was reached that the Arizona Wool Growers Association should support the movement and raise its share of the money required to put the plan over.

Others who addressed the meeting at this session were Dr. F. L. Schneider, who has charge of the field work for the U. S. Bureau of Animal Industry in New Mexico and Arizona; Don Gilchrist of the U. S. Biological Survey for Arizona; John Kerr and M. E. Musgrave of the Forest Service and Chas E. Blaine, traffic counsel for the Arizona Wool Growers Association.

President A. A. Johns of Prescott was reelected for the eighth consecutive term. Chas. E. Burton of Williams was retained as first vice president. Directors chosen, all reelected, were Eugene Campbell of Ash Fork, H. C. Caveness of Glendale, Lou Charlebois of Wickenburg, T. J. Hudspeth of Seligman, T. E. Pollock of Flagstaff, E. A. Sawyer of Winslow, and Geo. Wilbur of Mesa. Burr Porter of Navajo succeeds E. H. Duffield as second vice president and Dr. R. O. Raymond of Flagstaff succeeds Aubrey Gist of Kingman as third vice president. Col. H. B. Embach was reelected as secretary-treasurer.

D. W. Campbell, chairman of the resolutions committee, reported twenty-five resolutions. They included a recommendation that a research department be formed to extend the field of usefulness for wool; that the tax commission investigate the valuation of grazing lands and make a reduction; that public officials curtail all unnecessary expense and economize in necessary operations so as to lift the burden of the taxpayers; that Amos A. Betts be appointed to the Interstate Commerce Commission, in which a vacancy soon will occur.

Appreciation was expressed of the work done by J. Byron Wilson, secretary of the

National Wool Marketing Corporation, and Flagstaff was thanked for its hospitality, cordiality and assistance to the convention.

Other resolutions expressed appreciation of the work of Secretary Embach, President Johns, the Woman's Auxiliary, Geo. Campbell for the use of his ranch for a barbecue, Alex. Legge, chairman of the National Farm Board, F. J. Hagenbarth, president of the National Wool Growers Association.

Senators H. F. Ashurst and Carl Hayden and Congressman Lewis Douglass were thanked for their services in Congress, as also was Governor J. C. Phillips for appearing on the program.

The convention also went on record to

support the Arizona Industrial Congress; endorsed state cooperation in the campaign of predatory animal and rodent control, and House bill 9599 which doubles the appropriation for predatory animal and rodent control work. It went on record as favoring the repeal or modification of the consent decree which allows chain stores to engage in the meat business but prohibits meat packers from engaging in the chain store business.

The deep sympathy of the members of the association were extended to F. R. Marshall, secretary of the National Wool Growers Association, in the bereavement suffered by him in the recent death of Mrs. Marshall.

B. Haskett

## Utah Convention

THE Utah Wool Growers Association holds its regular annual convention in January, usually in Salt Lake City, and in order that all sections of the state where sheep are raised may be more closely knit into the state organization, a midsummer meeting is held in a different locality each year. This summer Logan entertained the sheepmen on July 14-15, where, in spite of the hot weather, a very interested group of growers assembled.

Consideration of lamb and wool marketing questions largely occupied the attention of the convention. On both subjects there were very tangible things to discuss. For lamb there were the \$400,000 advertising campaign that is looming up as one of the big projects of the National Wool Growers Association and its affiliated state organizations; the "Utah Lamb Week," a special undertaking of the Utah Association for August 23rd to 30th, and the National Livestock Marketing Association. For wool, the status of the National Wool Marketing Corporation.

President F. J. Hagenbarth of the National Association laid the advertising program before the convention in his address at the opening session, substantially as it was suggested in the resolution passed at the executive committee meeting of the National Association on June

30 in Salt Lake City, and the Utah Association unanimously endorsed the program by resolution, which is given in full at the end of this report. The benefits that have and will come to sheepmen through the new tariff law and the National Wool Marketing Corporation were shown by Mr. Hagenbarth to be about a dollar a head.

The great value of united efforts was further discussed by Secretary Marshall of the National Wool Growers Association. The big lamb program, he said, would be a test of the capacity of sheepmen for organization and cooperation to secure and hold for lamb production its rightful economic place among the food industries of the United States.

The work of the Federal Farm Board, particularly in connection with the National Livestock Marketing Corporation, was the subject to which Mr. Prager Miller of Roswell, N. M., spoke. This new cooperative is being developed now and Mr. Miller urged support from sheepmen that it might become fully effective.

Secretary James A. Hooper of the Utah Association announced the "Lamb is Delicious" week, scheduled for Utah cities and towns. The plans for this work are presented elsewhere in this issue.

What the National Wool Marketing Corporation had done and hoped to do, if continued support of the growers was

given it, was covered by Joseph Draper of Draper & Company, the selling agents for the corporation. Prospects are favorable, the speaker said, for better conditions in the wool markets.

F. P. Champ, president of the Utah Bankers Association, discussed financial questions in relation to the sheep industry and suggested that if consumers were able to obtain the benefits of the lower lamb markets in their purchases from retail butchers, the lamb market situation would be improved.

Questions relating to methods of handling the remaining public domain were presented by Director Wm. Peterson of the Agricultural College. Mr. Peterson is a member of the President's Land Commission, which is to make its report to Congress at the opening of its next session in December.

The convention program closed with President H. W. Harvey picturing a brighter future for the industry and urging the need of holding together during difficult times of poor markets. The Utah Association, he said, was determined to continue its efforts to weld the members of the industry in different parts of the state into a strong body.

### Resolutions

Official action was taken by the Utah organization on only two points: the lamb advertising program and predatory animal work. The resolutions on these two questions follow:

### Report of Committee on Lamb Advertising and Finance

The Committee on Lamb Advertising and Finance recommend that the lamb campaign as outlined by the executive committee of the National Wool Growers Association be approved and accepted by the Utah State Wool Growers Association; and that for the purpose of properly financing the state and national associations that an assessment of two cents per head be levied on all the ewes in the state of Utah; and that the officers of the Utah State Wool Growers Association prepare a circular letter to be sent to every woolgrower in the state setting forth the importance of the campaign; and that a committee of no fewer than two in each town in the state be appointed to visit the various wool growers to encourage the collection of the above assessment.

Peter Clegg, Chairman,  
J. B. White,  
M. A. Smith,  
D. A. Robertson,  
William Moss  
D. H. Adams.



### Report of Committee on Predatory Animal Control

Whereas, during the hearing before the Committee on Agriculture of the House of Representatives from April 29 to 30, and May 1, 1930, on House Resolution 9599 providing for control of predatory animals and rodents, there were statements and protests made by prominent and intelligent men that were radical and did not represent the true conditions of the work of the Biological Survey and the result of their work, and

Whereas, it is apparent that these men have made little or no study of the intermountain country, and have never personally been in contact with the efforts to destroy predatory animals and the manner in which predatory animals are destroyed, and the further fact that fur bearing animals which are not predatory are not destroyed.

Now, Therefore, Be It Resolved, that the Utah State Wool Growers Association assembled in convention at Logan, Utah, hereby make known to the Agricultural Committee of the House of Representatives in particular, and all of the Representatives and Senators of the United States, and whosoever may be interested, that from eighty to ninety per cent of the area of the state of Utah is utilized by livestock; that the destruction of livestock by predatory animals is serious and causes one of the greatest losses to livestock, and it is very necessary that this work continue if this important industry is to survive; that it is very necessary that a systematic effort be put forth to control predatory animals, if the control is to be effected with economy the Biological Survey must be supported with continuous and adequate funds.

We wish also to call to the attention of the Senators and Representatives at Washington, D. C., and the general public that this destruction takes place principally upon government land.

We wish it further made known by this Association, composed of men who are in constant touch with range conditions, that the work of the Biological Survey is done with good judgment and discretion; that in our observations there are few, if any, fur bearing animals that are destroyed in this poison campaign. The habits of these animals are studied by the Biological Survey and observation proves that through intelligent distribution of poison the fur bearing animals, which are not predatory, do not fall victim to the poison.

The authorization would cover rodent work as well as predatory animals.

We endorse House Resolution 9599 providing for the control of predatory animals and rodents, and earnestly request its early passage by the United States Congress.

H. W. Harvey,  
Dell Adams,  
Peter Clegg,  
L. M. Jones,  
T. W. Petersen,  
Sidney E. Nicholes,  
T. J. Oldroyd,  
H. H. Stevens.

### Ladies Auxiliary

The Ladies Auxiliary of the Utah Wool Growers Association was also in session at Logan on July 14 and 15. A very interesting program, including talks by the president of the state auxiliary, Mrs.

Kearns, occupied two sessions, officials from both the state and national associations. By formal vote, it was agreed: To promote the use of wool and woolen goods by buying a new woolen dress;

to make draperies, tapestries and other articles of wool; to designate Saturday as lamb and mutton day; to raise funds to aid in the national advertising of lamb and wool.

## Rams in the Sale

On This and Succeeding Pages Are Presented Some of the Outstanding Entries in the Fifteenth Annual National Ram Sale, To Be Held at the Union Stock Yards, Salt Lake City, August 25, 26, 27, 28.



LOT 88—J. E. PIXTON



LOT 36—DAY FARMS CO.



LOT 19—CLARK & CO.

## Wyoming Convention

A VARIETY of subject matter, handled by most competent men, went into the three-day program of the annual meeting of the Wyoming Wool Growers Association. A large attendance was attracted in spite of the very hot weather; over four hundred gathered in Buffalo on July 15 and staying over for the banquet that closed the convention on the evening of the 17th. President Thomas Cooper presided.

The review of the year in Wyoming Association affairs as given by President Cooper included a statement of the public land situation, with special reference to Wyoming's position. "The commission," he said, "appointed by President Hoover to study the public lands question, is as divided in its opinions as are the people of the states they represent. I have always contended that all the public lands within the states should pass into the ownership of the people as has been done in all of the older states. This would materially benefit every school district and taxpayer in the state by a material increase in the taxable wealth of the state. The high values placed on grazing lands by our state board of equalization is responsible for much of the opposition to universal ownership. One of the principal difficulties in arriving at an agreement on one general plan for all the public land states is the great difference in the character of the lands in the several states, and even within one state." President Cooper maintained that many people did not realize just what would happen if the public domain were turned over to the Forest Service or any other government bureau for administration, but that those who did were strongly opposed to such proposal. Practically the entire state of Wyoming, he said, was opposed to federal control of the public domain.

Secretary J. B. Wilson of the Wyoming Association, who also serves as secretary-manager of the National Wool Marketing Corporation with headquarters in Boston, came west to be present at the convention. He gave a very concise review of the major

undertakings of wool growers' organizations, both state and national, during the year. As a result of seven months in Washington during the debate on the tariff law, Secretary Wilson was thoroughly conversant with the whole tariff situation. "I believe," he said, "that from the wool growers' standpoint, we have the best tariff that we have ever had. True, it leaves much to be desired. We tried to secure a higher rate of duty on wools; we tried for a higher rate of duty on rags; we objected to, and still object to, the lower rate of duty on 44s and below, and also to the ten per cent tolerance on account of the lower duty on 44s and below. We did not, however, have strength enough to secure these changes." Commendation was given to the work of Senators Thomas of Idaho and Steiwer of Oregon, and of Senators Sullivan and Kendrick of Wyoming, and to the effective efforts of President Hagenbarth and Secretary Marshall of the National Wool Growers Association in connection with the tariff legislation.

In reporting the work of the National Wool Marketing Corporation, Mr. Wilson stated that "it was generally conceded by both dealers and manufacturers that if it had not been for the National Wool Marketing Corporation's activities this year prices on wool in the West would have been from four to five cents lower. One of the partners of a wool house that always does a large business in the state of Wyoming told a banker in central Wyoming that if it had not been for the corporation, central Wyoming wools would have sold for sixteen cents a pound."

"If we have a sufficient volume of the wool produced in the United States," Mr. Wilson continued, "as I hope and believe we will have in the future, we could secure for the grower the full foreign price plus the duty. We can not work miracles and all we can hope to do is to secure this foreign price and the duty. \* \* \* Of course you must realize that unless the growers support this movement it can not continue; so that it can not each year be used to give added com-

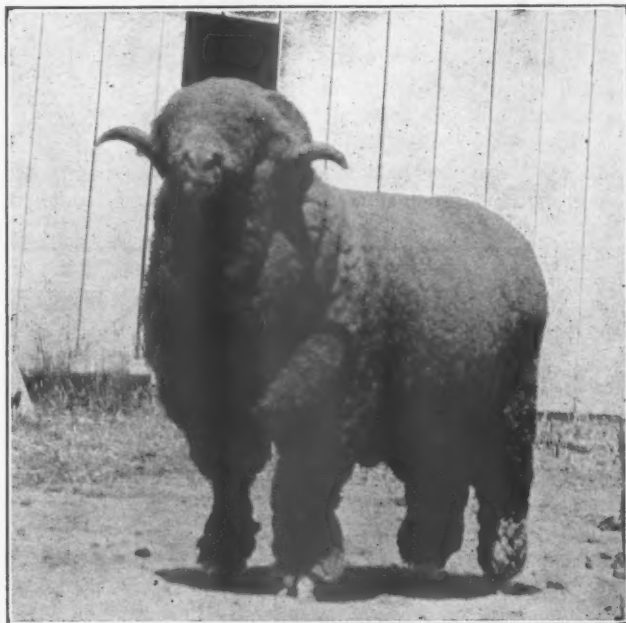
petition to the dealers in order to secure higher prices for the growers who do not support it."

President Hagenbarth of the National Association presented the proposal to raise \$400,000 annually for four years to be used in promoting lamb consumption, which undertaking was discussed and outlined at a meeting of the executive committee of the National on June 30 in Salt Lake City. As a result of President Hagenbarth's appeal, a resolution was adopted at the close of the convention which provides for an assessment of two cents per head on all ewes for the lamb advertising campaign. While complete plans were not made, President Thomas Cooper of the Wyoming Association will, it was stated, appoint committees in each county to collect the assessment.

Addresses on other angles of lamb marketing were made by Dr. A. F. Vass of the University of Wyoming, Col. E. N. Wentworth of Armour and Company, and Mr. Prager Miller of Roswell, N. M. Dr. Vass presented very interesting figures on costs and returns in feeding lambs; Col. Wentworth spoke in a rather hopeful vein on lamb market conditions and prospects; Mr. Miller, who represented the Federal Farm Board, explained the proposed operation of the livestock marketing corporation that is now being developed.

Wool marketing questions were handled by Joseph P. Draper of Draper and Company, the selling agents for the National Wool Marketing Corporation; George T. Willingmyre, who has charge of the wool investigations of the Department of Agriculture; Mr. Walter Humphreys, secretary of the National Association of Wool Manufacturers; and Mr. A. W. Zelomek, statistician of the Fairchild Publications of New York.

Other addresses were made by Governor Emerson, Dr. O. E. Beath, who discussed grazing problems of the Red Desert; Mr. Adolph Hamm, leader of the Biological Survey work in Wyoming; Mr. M. H. Leitner, county assessor of Johnson County; Mr. C. F. Robertson; Mr. W. E. Fuller, assistant to the president of the C. B. & Q. Railroad; Mr. K. H. Hadsell, who reviewed the status of truth-in-fabrics legislation and its enforcement; and Mrs. Charles J. Oviatt,



LOT 1—WM. BRIGGS



LOT 306—CORRIEDAL, INCORPORATED

the public domain shall be handled. Reiteration of the stand taken by the Wyoming Wool Growers Association on this subject, namely, that it is opposed to any legislation that would place these lands under federal control and favors the ceding of all the remaining public lands to the states in which they are located, without reservation.

#### Taxation

The following resolution on valuations of grazing lands was adopted:

who read a paper on the dairy situation in Wyoming.

All officers of the association were re-elected. Mr. Thomas Cooper is president; Malcolm Moncreiffe, vice president; and J. B. Wilson, secretary-treasurer.

#### RESOLUTIONS

##### Public Lands

The endorsement given to the proposed lamb program has been covered above. Another question, always of vital interest to Wyoming wool growers, is that of how



LOT 52—J. K. MADSEN



LOTS 47 AND 48—J. K. MADSEN

Whereas, It has been found by investigation that the valuations on grazing lands in Wyoming are disproportionately high in comparison with other property, and

Whereas, The commissioners of Natrona County, acting as an equalization board, have reduced the valuation on grazing lands from \$2.50 to \$1.50 per acre, and

Whereas, This reduced valuation represents the full value of these lands,

Therefore, Be It Resolved, That this association approves the action of the Natrona County Commissioners and recommends similar action in other counties.

Be It Further Resolved, That the Wyoming Wool Growers Association lend its moral and financial support to carry the Natrona County case to the Supreme Court, if necessary.



The Wyoming University is also requested to make an investigation and report on tax conditions in the state, with particular reference to the relationship between taxes on agricultural and livestock interests and other property.

#### Other Resolutions

On other problems of the sheep industry, the Wyoming Association made the following recommendations:

That when the tariff law is amended, it provide for a duty on carpet wools and for the same rate of duty on all wools suitable for clothing purposes, irrespective of grade.

That the Secretary of the Interior be asked to continue making temporary withdrawals of land embraced in livestock drive-way withdrawal applications immediately upon the filing of such applications.

That Wyoming Congressmen be requested to oppose the repeal of existing land laws.

That no new national parks or federal game preserves be created or existing parks and preserves enlarged.

That the rights of state ownership and long established use of natural resources be not encroached upon by bureau officials and departments through friendly suits and judgments.

That the present state laws regarding the collection of inspection fees of all sheep brought into the state be enforced.

That the state legislature provide for a State Railroad Commissioner whose sole duty shall be to handle freight rate matters for the entire state.

That the embargo against all livestock and livestock products from countries where foot-and-mouth or other communicable disease exists be continued.

That a larger appropriation be made to pay bounties on predatory animals and for cooperative work with the Biological Survey.

That the Packers' Consent Decree be modified.

That members give every aid to the enforcement of the Wyoming Truth-in-Fabric law.

That livestock should not be restricted from grazing on game preserves.

That the price of shearing in 1931 be not over 12½ cents, and that wages of all herders, camp movers, and other laborers be substantially reduced.

## Colorado Convention

As representative a body of sheepmen as ever gathered in Colorado under organized auspices occupied the town of Salida on July 28 and 29, when the Colorado Wool Growers Association held its fifth annual meeting. Big progress was

recorded in getting the men of the industry together on their problems.

The marketing, this year, of lambs and wool concerns everybody—and almost everybody was at Salida, and proposing to find out what he could. The registra-



LOT 100—C. E. SIME



LOT 40—GILLET SHEEP CO.



LOT 30—A. R. COX

tion list disclosed representatives from all parts of the state, some 500 altogether.

President J. S. Pyeatt of the Denver and Rio Grande Western Railway made one of the "keynote" speeches which came in sparkling succession in the opening session of the two-day meeting. He suggested that with the advantages in climate and the famous high altitude which contributes to quality in all meats; with winter and summer feeding facilities so perfectly provided by nature, the sheep grower should not be discouraged by the

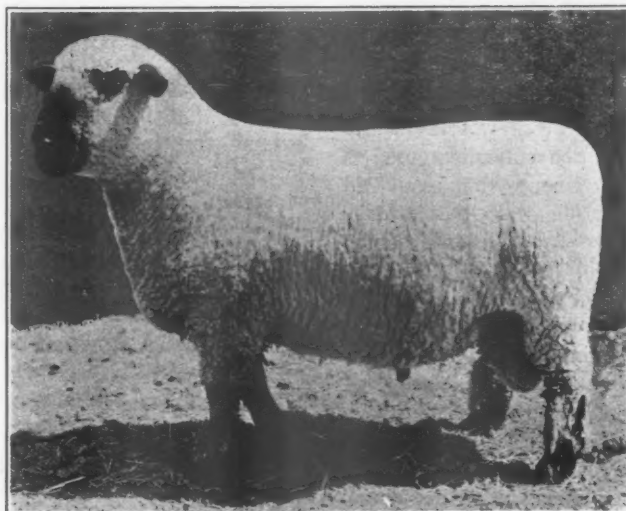
present recession in business which has affected every commodity and service.

The morning program, following the welcoming speech of Mayor C. E. Proudfoot, was made up, also, of talks on forests and grazing by J. H. Hatton, predatory animal work by Leo Laythe; the public domain question by Hon. Charles J. Moynihan.

Mr. Moynihan represents Colorado on the President's Land Commission and he talked on various phases of the pulic land question. He requested the convention to register its stand on how these lands should be handled. By resolution adopted at the close of the convention, Colorado



LOT 262—THOUSAND SPRINGS FARM



LOT 224—S. W. McCLURE



LOT 251—J. NEBEKER & SON

wool growers expressed themselves as favoring transfer of the administration of the lands from the Department of the Interior to that of Agriculture, with direct supervision to be in the hands of the Forest Service, until the lands could be turned over to the states. Further

details of this action will be found in the report of the resolutions.

Wool marketing was the main feature of the first afternoon's convention program. The subject was handled by Ed. Sargent, head of the Southern Colorado Wool Marketing Association; Clair

Hotchkiss, president of the Colorado Wool Marketing Association; J. B. Wilson, secretary of the National Wool Marketing Association and Joseph Draper of Draper & Company, sales agent for the national body.

The burden of the combined message was consignment and cooperation. Wools are disposed of that way this year. The national organization, the set-up of which was effected only in February under the leadership of the National Wool Growers Association, has its full desired goal of 100,000,000 pounds under consignment, which represents fully 30 per cent of the clip of the nation. Some 20,000,000 pounds more are expected when the Texas clip is counted.

Colorado, according to the speakers, is something of a banner state in the matter of co-op wool consigning, about 70 per cent of its clip having gone to the Drapers to place on the market when conditions are considered right. Secretary Wilson said the expectation and hope of the management was to obtain a sufficient volume of the nation's wool to command payment of the foreign price plus the tariff.

He asserted that at least five cents a pound under present prices might have been the lot of the grower but for the appearance in the field of the National Corporation. The organization, he reported, has borrowed and paid to the growers over \$20,000,000. Mr. Wilson predicted some agreeable surprises on the part of the wool consignors when returns eventually are made on the current crop.

W. E. Fisher, secretary of the Federal

Intermediate Credit Bank at Wichita, outlined to the delegates the various features of financial legislation that have been promulgated in the past few years. Colorado, he said, had no institution at present that could qualify as a discounting agency under the rules of the intermediate credit bank. He called attention to the practice of certain banks in Oklahoma and Kansas combining for the erection of an agricultural credit corporation for use in times of stress in bank credit affairs and suggested that banks in Colorado might follow a similar course when the aid of the Intermediate Credit Bank was needed.

President F. J. Hagenbarth of the National Wool Growers Association led off the convention program on the second day with the latest advices on lamb marketing. He gave notice of the special meeting on that subject, under the auspices of the National Association, at Salt Lake City on August 23, the national executive committee feeling that discussion of the means of placing hundreds of thousands of lambs in the hands of the finisher this fall is important.

Mr. Hagenbarth urged that the growers give special heed this fall to their opportunity to land goodly quotas of their lambs on the market in fat condition, stating that the present range outlook is good.

The nationally prominent speaker totaled up, in dollars and cents, the benefits that recently have accrued to the individuals in the sheep business through the passage of a higher lamb and wool tariff, the institution of a wool marketing plan giving growers the benefit of saved interest and the promotion of lamb consumption through demonstrations and advertising. He estimated a dollar a head, through these projects, had been earned for the growers.

The principal appeal made by President Hagenbarth was in connection with the proposal to raise \$400,000 annually for four years to promote lamb consumption.

"There is no over-production of lamb," said Mr. Hagenbarth. "It is underconsumption by the public which is giving us concern. The people are eating lamb and would eat more if the consumer only would get the benefit of the low prices

which have been in order in the producing and the finishing end. The greatest good to be accomplished is to convince the people of the value of this class of meat, and advertising will do it."

In his remarks, preceding those of Mr. Hagenbarth, the editor of the Record Stockman pointed out Colorado's part in advocating a publicity campaign for lamb.

Wool growers caught the spirit of these talks and, on motion of Edward Mills of Como, unanimously endorsed the National Wool Growers Association's \$400,000 lamb advertising campaign, and at the executive committee meeting held immediately following the convention, a tax of three and one-half cents a head on all lambs shipped to market by members was imposed as a means of raising Colorado's share of this fund.

Harry Farr of Greeley, who with E. J. Wagner of Fort Collins, represented the feeder contingent which was invited to attend the state convention, aroused a cordial feeling among the assembled growers by stating that the average finisher of lambs would rather feed high priced animals in favorable years than low priced feed lot candidates. Last season, he said, the profit that usually lies in gain was missing, which added to the general loss.

The Greeley speaker advocated advertising and cited the success of the Colorado-Nebraska lamb feeders' publicity campaign as convincing proof that money expended in that direction invariably would bring returns. He favored any kind of a cooperative arrangement between the growers and the feeders that could be effected.

In connection with the get-together idea of the two elements of the sheep business, Prof. George E. Morton, head of the animal husbandry department of the Colorado Agricultural College, presented to the convention a livestock share feeding plan worked out at the college by Messrs. L. H. Rochford, E. J. Maynard and himself. The scheme was effected as the result of a request from a feeder for a contract that might be used.

The college authorities, instead of a contract, preferred to advance a skeleton arrangement which participants could revise to suit themselves. Under the con-

ceived plan the grower is given 53.8 per cent of the investment represented in lambs furnished and the feeder is awarded 46.2 per cent of the investment represented in corn, alfalfa, salt and miscellaneous factors, and is given the manure as compensation for his labor.

In the closing hours of the convention R. E. Sellers of Alamosa was elected president of the Colorado wool growers to succeed W. C. Osborn of Fruita, who has held the office of chief executive for four years. Norman Winder of Hayden was elected first vice president and C. A. Brown of Durango, second vice president. Robt. MacIntosh continues as secretary. Durango will entertain Colorado wool growers at their next annual convention.

### Resolutions

Resolution of the convention were not numerous but important. The public domain question received its just share of consideration with the association going on record as favoring the transfer of the administration of the public domain from the Department of the Interior to the Department of Agriculture under direct supervision of the Forest Service, with the provision that the fees and all other costs be definitely limited to the actual cost of administration by Act of Congress, and with the further provision that as expeditiously as possible the ownership and control of all rights, surface and sub-surface, be given to the individual states having said public domain within their boundaries. A resolution was also passed advocating that the constitutionality of Colorado's present public domain grazing law be tested in the Supreme Court, as this law is held to be detrimental to the sheep industry. Further increase in grazing fees was vigorously opposed.

Other resolutions endorsed the ten-year program for predatory animal control work favored legislation at the next session of the state legislature that would equalize tax burdens among all tax-paying groups through readjustments and more dependence on intangible property and less on general property; and urged that the Packers' Consent Decree be vacated.

(Based on A. C. Johnson's report in the Denver Daily Record Stockmen.)



## Texas Convention

THAT it was the most interesting convention ever held by the association was the opinion of many who attended the fifteenth annual convention of the Sheep and Goat Raisers Association of Texas, which was held at Brady, Texas, on July 30, 31 and August 1. Several matters of importance were brought up and discussed and it was readily observed that interest never lagged throughout the meetings.

The executive committee met on the afternoon of July 29, the day before the opening of the convention and heard various reports. That evening, at 7:30, they were served a banquet at the Hotel Brady, while wives and daughters of committee members and invited guests were entertained with a supper and bridge party at the country club.

Wednesday morning the convention opened with the invocation by the Rev. J. T. McCaa, rector of the Episcopal Church at Brady. The address of welcome was given by the Hon. Sam McCollum also of Brady, who dealt somewhat at length upon the resources and industries of the city of Brady and also McCullough County. The response to the address of welcome was given by Judge James Cornell, who is the attorney for the association.

Judge Cornell's remarks were followed by the annual report of the Secretary and Treasurer. This report showed the financial condition of the association to be in good health, with a balance on hand as of June 30, 1930, of \$6,833.11. This amount had been increased several thousand dollars by the time the convention was over through the collection of annual dues.

The annual message of the President, T. A. Kincaid, gave a summary of the accomplishments and activities of the association during the past year. He dwelt briefly upon future plans of the association.

Dr. N. F. Williams, chief veterinarian of the Livestock Sanitary Commission of the state of Texas, made a very interesting talk on disease of sheep and goats and the work generally of the Livestock Sanitary Commission.

Col. Edward N. Wentworth, director of the Livestock Bureau of Armour & Company, Chicago, made a brief talk covering market conditions generally. Mr. Wentworth assured the ranchers that the packer is always ready and willing to do what he can to aid the industry.

This was followed by an address by the Hon. Dayton Moses of Fort Worth, attorney for the Texas & Southern Cattle Raisers' Association, who said: "There has been a great deal of talk about the underconsumption of lamb and how to increase consumption. I have a very good solution for that problem. The best way to increase the consumption of lamb is to consume it. How many people here in this audience this morning had a lamb chop for breakfast?" Mr. Moses then explained that he and three of his companions that morning had had lamb chops, but outside of the four of them, there were no other hands appeared. He stated further that it does not look reasonable for the ranchman to ask other people to eat his product if he does not eat it himself.

At the Friday morning session Mr. E. S. Mayer of San Angelo, discussed "Means of Promoting the Consumption of Lamb." Mr. Mayer explained that he had been asked to include with his address a report of the activities of the lamb advertising committee. This he did by outlining briefly just what had been done by this committee up to the time of the convention. Mr. Mayer attempted to convince the members of the association as well as all those engaged in the sheep industry in any of its forms that it appeared to him that the most plausible method of increasing lamb consumption was by a national advertising campaign. He cited statistics showing what had been accomplished in other lines of business by advertising. Mr. Mayer said in part: "There is a paint store in San Angelo whose sales amounted to approximately \$100,000.00 last year. This company spent \$1,055.24 for advertising. A jewelry store whose gross sales last year were \$25,000.00 spent approximately \$1,600.00 on advertising. Another man who is an optician had gross sales amounting to

approximately \$19,000.00 and spent \$600 on advertising. These figures show what comparatively small businesses spend each year for that purpose. The smallest business of the three above mentioned spent approximately \$600.00. If three cents should be chosen as the amount to be assessed per head it would take a flock of 20,000 head of sheep to call for a payment of \$600.00. It is easy to see that a man with a flock of 20,000 head should have many times \$19,000.00 for his gross sales. The point to be brought out is that the assessments to be asked in supporting this national advertising program are very small in comparison to the amounts expended in other lines of business. One of the leading merchants in San Angelo is said to have made the statement that whenever he spends a nickel on advertising he gets that nickel back and a dollar besides." Mr. Mayer urged every ranchman to support this campaign to the utmost.

Mr. Frank P. Holland, Jr., president of the Texas Breeder Feeder Association and also editor of Holland's Magazine, addressed the convention on the topic of, "Utilization of Texas Feed Stuffs".

J. P. Draper of Boston, Mass., treasurer of Draper and Company, selling agents for the National Wool Marketing Corporation, delivered a very interesting message concerning conditions in the wool and mohair markets in Boston. It was his opinion that the bottom had been reached in wool prices and that we were due for a much better market. Wool, he stated, was the first commodity to decline and he looks for it to be the first to react. Stocks on hand in Boston are very low. Most of the cheaper wools are out of the way and with the general feeling of optimism which prevails on Summer Street, he felt that better prices are just around the corner. He stated that the mohair situation was slightly different in that there seems to be very little demand for mohair products at the present time.

The last address of the morning was by Mr. Frank J. Hagenbarth of Spencer, Idaho, president of the National Wool Growers Association. Mr. Hagenbarth spoke on the advantages of being a member and supporting such organizations as the Texas Sheep and Goat Raisers As-

sociation and the National Wool Growers Association. He dwelt for a moment on the work of the National Wool Marketing Corporation and accomplishments in the past and their plans for the future. He laid stress upon the importance of all sheep growers supporting the national advertising campaign which is in the process of being launched. He presented some very convincing figures, among which was the fact that only about one-one hundredth thousandth of one per cent of the total money expended for advertising meat products had been spent on advertising lamb and mutton. He reported that he had been present at several other state conventions which had been held recently and that without exception the growers had all voted to support and carry on this campaign.

It was noticeable that with the possibility of one or two exceptions all the speakers during the convention at least mentioned the advisability of supporting the national advertising campaign and several of them spoke at length on this subject, some declaring that it was an actual necessity if the sheep industry expects to improve or even to hold its own.

The final session of the convention was held at 8:00 o'clock on the evening of August 1. The first on the program at that session was the report of the resolutions committee. Resolutions were reported and adopted by the convention as follows: Endorsing the packer consent decree; endorsing George H. Thomas for appointment on the Federal Farm Loan Board; prohibiting sheep or goats from being sold at sales sponsored by the association unless the owners thereof are members of some association in the U. S. which is working for the improvement of the sheep industry; endorsing the work of the scouring plant at the Texas A & M; endorsing the work of the Department of Agriculture in its control of predatory animals; authorizing the payment of expenses to all those engaged in furthering the business of the association; appointing a committee to determine the advisability of separating the annual sale from the annual convention and holding the sale at a permanent place; endorsing the national advertising campaign and appointing a permanent committee to take

charge of the work in Texas; approving the stand taken by President Kincaid regarding certain phases of the recent tariff bill; petitioning the State Highway Department to instruct their highway patrolmen to assist in enforcing the law governing transportation of sheep by motor truck. In addition to the above, resolutions were adopted extending sympathy to members who were ill and also thanking Brady for the excellent entertainment provided.

At the election of officers which followed, T. A. Kincaid of Ozona, Texas, was reelected to serve as president for his seventh consecutive year. Roger Gillis of Del Rio, Texas, and V. A. Brown of Rock Springs were reelected to serve as first and second vice president, respectively. San Angelo, Texas, was chosen as the meeting place for 1931.

#### A MANUAL ON THE NATIONAL WOOL MARKETING CORPORATION

**A**N excellent piece of work has recently been done by Mr. E. S. Mayer of San Angelo, Texas, in the compilation and publication of a 112-page manual for wool growers, bearing the sub-title of "An Explanation of the National Cooperative Wool Marketing Plan". While a large proportion of the contents has appeared in the form of releases either from the National Wool Marketing Corporation or the Federal Farm Board, this is the only instance in which all of this material which the wool grower should have for handy reference has been bound together in compact form.

Mr. C. C. Teague's statement on what the National Wool Marketing Corporation means to the producer opens the small volume. Then comes the principal article, entitled "Wool-Conservation by Cooperation", prepared by Mr. Mayer. In his foreword, Mr. Mayer says: "The following brief in support of the newly developed movement for selling wool and mohair cooperatively is put forth in an attempt to explain as fully as possible the details of this huge plan. \* \* \*

While part of Mr. Mayer's discussion is applicable to Texas conditions only, the



E. S. MAYER

logical and concise way in which the entire wool marketing plan is presented will be appreciated by all wool growers.

President F. J. Hagenbarth gives a very clear statement on grades, sorting and counts of wool. Within the small space of three pages, Mr. Hagenbarth puts the pith of many text-book chapters on these subjects, in a form that is easily assimilated.

A reprint of J. B. Wilson's article "Who Is the Wool Grower's Best Friend" is also included in the manual.

The important pieces of legislation that made the formation of the National Wool Marketing Corporation possible and the contract forms in use by it are also reprinted. These are: Capper-Volstead Act; Agricultural Marketing Act; Cooperative Marketing Act of the State of Texas; Constitution and Articles of Incorporation of the National Wool Marketing Corporation; By-laws of National Wool Marketing Corporation; Agreement between Member Associations and National Wool Marketing Corporation; Marketing Agreement between Local Cooperative Association and Grower; Release of Mortgage; and Facts about National Wool Marketing Corporation (a release of the Corporation consisting of questions and answers on various angles of the operation of the national wool cooperative plan).

# THE WOOL SACK

## THE BOSTON WOOL MARKET

CONSIDERABLE irregularity has been noted in the Boston market in the past month. July opened with a seasonal demand, which means that trading was about at the low ebb of the summer. Prices were no lower, but manufacturers and topmakers appeared to have covered their most pressing needs for the time being. All predictions and forecasts pointed to a dull market throughout the month. The start was made on that basis, but it was not long continued. By the middle of the month, buyers were on the Street again, and much business was done in the last half. Estimates of the volume of wool turned over in the last week in July run to 5,000,000 to 8,000,000 pounds. There are some unknown factors in the proposition, but a volume of 5,000,000 pounds or more is believed to be conservative.

Arrivals of domestic wool at the port of Boston since the beginning of the year have been over 162,000,000 pounds, which compares with 128,300,000 pounds for the same time last year. This is an increase of nearly 34,000,000 pounds, or over 26 per cent. Notwithstanding this surplus was largely wiped out by smaller importations, total receipts of both foreign and domestic for the seven months to July 31 are 10,000,000 pounds ahead of last year. Both cooperatives and independents have been bringing range wools forward very freely, and prospective buyers can not complain of lack of selection, though they not be entirely pleased with the firm attitude held by most sellers.

That the low price of the year in worsted wools was reached in May and June appears to be the consensus of current opinion. A moderate advance is forecast between August and November. Recent trading has developed something of the kind, though both topmakers and manufacturers have been trying to hold the market down. Such small advances as have been established to date have been mostly on the fine side, though quarter-

blood combing and staple wools have also been doing a little better. As a consequence of the better demand and the moderate strengthening of certain values the feeling at the end of the month is quite a bit more optimistic than has been hitherto noted.

Problems connected with the control of so large a volume of wool by the cooperatives are being worked out in a much better way than was either expected

THE following report of the Boston wool market, as of August 11, is furnished by Draper and Company, sales agents for the National Wool Marketing Corporation:

Recent conditions surrounding the domestic wool market have the following high lights:

First, goods openings by mills have not yet met with substantial sales and probably can not until openings of men's fancy wear lines in September.

Second, confidence is growing that wool is on the bottom by those interested throughout the entire industry.

Third, dealers are not selling quite so freely, possibly on account of this confidence and the fact that they are getting into their dearer purchases and must ask more money to show satisfactory results.

Fourth, many mill statements are coming out showing results for the first six months that are universally and almost unprecedentedly bad. This is a bear factor, but one which will adjust itself.

Fifth, foreign markets continue strong and well above importing parity.

The whole situation can be described as quiet, but very firm. Our volume of sales for fortnight, while not at the rate of one hundred twenty-five million pounds per year, has certainly much exceeded half this rate at prices which are satisfactory. This volume in quiet times is perhaps as much as we ought to expect.

or feared. This much is acknowledged by the leaders among the independents.

Expert wool men say that the best market, and generally the best prices, may be expected to develop in the fall, and that after the turn of the year trade discussion is apt to turn toward the probable price level of the new clip rather than to be occupied with the marketing of the old clip remainders. However this may be, assuredly the present outlook is for a slow and moderate advance in wool values during the next three months. This is not outside forecast, but the consensus of opinion in the Summer Street wool houses, as far as it can be ascertained.

Wool men have been greatly interested in recent weeks over the possibilities of

the new light-weight openings of men's wear goods. As this is written, these openings are under way, the American Woolen Company having shown its hand quite early. Some disappointment has been expressed at the low range of values named by the big company on both tropicals and staples. Concessions of from nine to thirty cents a yard were made on staple lines, compared with a year ago. Some of this decline had already been carried in the fall price-lists, but this does not apply to tropicals, which must necessarily be on a yearly basis.

There are two phases of the situation which particularly interest wool men: the possible effect upon the undelivered orders for heavy-weights estimated lately at approximately 20 per cent of the whole volume of business; and the extent to which the American has passed along to its customers the decline in wool values registered during the past year. The first of these points may have been covered if there was a retroactive clause in the fall contracts, but the first reaction of observers is that so severe a cut at this time will have a disturbing and depressing effect upon the market.

Upon the other point criticism is less severe. It is recognized that concessions to bring the goods market into harmony with current wool prices were inevitable, but it is hoped that all has not been given away and that the mills may later be in a position to make much needed addition, on the profit side of the ledger. Whether prices have been fixed on a low enough basis so that there is no danger of further cuts, as happened during the last heavy-weight season, remains to be seen. Wool men hope so, as the echoes of that action are still heard here and in New York.

The future of the wool market depends in large measure upon coming developments in the goods trade. It is not believed that the mills are likely to make large commitments on the basis of the new price-lists, unless they feel assured that the needed wool supplies are to be



forthcoming when wanted and at somewhere near present price levels.

Looking abroad for help in maintaining present domestic wool values, the situation is not without its ray of promise. After a weak opening the last series of the London wool sales showed a moderate rally at the close, and in a few cases the closings, especially for crossbreds, were at or near the May closing rates. Moderate strength was also noted at the Australian auction closings. The Continent was the principal supporter at the London sales, taking 51,000 bales to 31,000 bales taken by the home trade. America took only 1,000 bales. Perhaps some of the closing strength was due to the large carry-over, amounting to 71,500 bales. Of the offerings scheduled as available at the opening of the series, 56,000 bales were never offered.

With the West well cleared of the new clip wools, most interest has now become centered in selling problems. Some of the independents claim to have sold no more than their usual percentages at this time. There has undoubtedly been free selling in many quarters and in this movement it is understood that the co-operatives have had their share. Controlling approximately 100,000,000 pounds or more of wool and mohair, the National Wool Marketing Corporation has its own problems, not all of them by any means easy of solution. From now on it is largely a question of feeding out the supply to the mills in such a way as to work no hardship to consumers and at the same time get a fair price for wool. This affects both cooperatives and independents.

Thus far the former have worked out through their selling agents, Draper & Company, a policy which is being generally commended in the trade. Whatever may have happened in the West in regard to advances, at the selling end the situation has been conservatively handled and in such a way as to win approval from even the strongest opponents of the co-operative plan. The mills have on their hands the most serious problem of all. One after another even the most carefully managed units have been forced to make a showing on the wrong side of the ledger. It is no longer a question of profit,—in most cases it is a matter of keeping down the loss.

A late estimate indicates sales in this market of well up to 50,000,000 pounds of wool since the first of May. The demand has at times been somewhat irregular, according to the needs of the mills, though there has at all times been a disposition to proceed along the lines of least resistance. Much French combing wool has been moved in the original bags, top-makers being especially keen for such wools; but manufacturers have also been calling for additional supplies from time to time.

As far as prices are concerned, it must be conceded that there has been little real change during the past month. Standard French combing wools, Utah, Colorado and New Mexico, have continued to sell in the original bags at 70 to 72 cents clean, with average wools bringing a cent or two less. On the other hand, graded wools have sold at 72 to 73 cents. Montana fine wools have sold for more money than other growths, though Wyoming, Idaho and similar wools have also brought good prices. Montana wools have been slow in moving, but holders are now asking up to 75 cents for their best fine graded lots. The current demand, however, mainly runs to cheaper wools. It is noted that lots that have a real fine staple edge are attracting more attention, and holders are not pressing them for sale at the moment.

In some independent houses it is reported that sales to date have been about normal. The situation is in sharp contrast to that which prevailed at this time last year, in that practically all sales have shown a profit. It looks as though an effort has been made to help manufacturers to make a good start on the new light-weight season, rather than to try to squeeze the last fraction of profit out of the current business.

Though quiet much of the month, the half-blood staple grade has now begun to show more activity, and efforts are being made to lift prices a little. Some good lots of this grade have recently sold well up to 73 cents clean, the range today being 70 to 73 cents for standard wools and about 68 to 70 cents for average lots. Three-eighths-blood staple has continued to sell slowly, and for a considerable period in June and early July it was well-nigh impossible to interest mill buyers. Lat-

terly more interest has been shown, and some sales have been made. As high as 63 cents clean has been realized in a few cases, but most of the time the market for this grade was dull and draggy at 60 to 62 cents.

Most independents are well sold ahead on the quarter-blood staple grade, and will not be able to complete deliveries before Labor Day. This also applies to some extent to other grades, but is particularly applicable to medium and low grades. The best quarter-bloods, Montana and similar, are now quoted squarely on the basis of 58 cents clean, with some lots held for more money. Other lots, perhaps not quite so desirable, are quotable at 52 to 56 cents, practically nothing really desirable being available at less than 55 cents. A little low quarter-blood has changed hands during the month within the range of 45 to 50 cents, the market quotation at the end of the month being 48 to 50 cents, with small sales at both figures.

The position of fleece wools, Ohio and similar, has shown a strengthening tendency of late with more wool actually selling than was the case early in the month. Delaines have been particularly strong, and at least one sale is noted at 32 cents. This was for a special purpose and is rather above the market for standard wool. The top of the market is now about 31 to 31½ cents, though lots a little heavier are to be had at 29 to 30 cents. Best fine clothing Ohio is quotable at 27 cents, and a little less for lots not quite so good.

Quarter-blood combing wools have held their previous strong position and are very firmly held at 30 to 31 cents, with available offerings well cleared. There has recently been a little more interest in other combing wools, especially in the three-eighths-blood grade, which for a long time seemed to be out of fashion. The relative cheapness of this grade and its undoubted usefulness have directed attention anew to current stocks and some sales are noted. Occasionally lots have brought up to 30 cents, though mill buyers are slow to pay over 29 cents. Half-blood combing wools have held most of the month at around 30 cents, but holders are now beginning to ask a little more money. There is talk on the Street that

half-bloods are likely to come into the lime light during the coming month.

Strictly woolen wools remain dull and depressed, as woolen mills are doing very little. All suitable wools are lower in prices, even the best pulled wools having recently felt the drag towards lower price levels.

A summary of the situation might be said to indicate that worsted wools are generally in a strong position, with a moderate advance in price indicated in the near future. Foreign advices are firmer in their trend and a feeling of healthy optimism is beginning to prevail.

By Special Correspondent.

### MARKETING THE OREGON LAMB CROP

**M**ARKETING of farm flock lambs by means of a cooperative lamb pool got into full swing in Union, Wallowa and Baker counties during July. The pool idea started in Union County where H. G. Avery, county agent, working with local wool growers perfected an organization. The idea soon spread to adjoining counties where N. C. Donaldson in Wallowa County and Roger W. Morse in Baker County, both county agents, found growers receptive to the idea. There are now approximately 10,000 lambs in the pool in these three counties and by August 5 more than 7,000 lambs had already been shipped, through this cooperative agency. All the shipments have been moving east getting growers from one cent to two and a half cents more than the best bid of local buyers. The first two cars brought \$11.50 and \$11.60 respectively, at Omaha. Two later cars netted growers at shipping points \$8.25 and \$8.54 respectively.

Corvallis, Ore.

W. L. Teutsch

### GOVERNMENT ESTIMATE OF WOOL CLIP

**T**HE amount of wool shorn in the United States in 1930 was 327,989,000 pounds according to the preliminary estimate of the 1930 wool production of the United States Department of Agriculture. This is 19,042,000 pounds or six per cent greater than the revised estimate of 308,947,000 pounds shorn in 1929.

The increased production this year over

last was due to the larger number of sheep shorn and an increase in the average weight per fleece. The number shorn this year was 41,930,000 head compared to 40,425,000 in 1929. The average weight per fleece was 7.8 this year and 7.6 last year.

The increase in number of sheep shorn is general throughout the country, all of the important sheep states except Michigan, Utah and Nevada reporting more this year than last.

The number of sheep shorn in the thirteen western range sheep states in-

cluding South Dakota and Texas which produce nearly 75 per cent of the wool shorn was 29,834,000 this year and 28,713,000 last. Wool produced in these states totalled 242,849,000 pounds this year and 226,872,000 pounds a year ago. The increase in wool shorn in these states this year compared to last is 15,977,000 pounds or 84 per cent of the total increase of 19,042,000 pounds for the United States.

The accompanying table shows the estimated production and weight per fleece by states for 1929 and 1930:

Wool Shorn, 1929 and 1930 (Estimated)

STATE	WOOL PRODUCTION		WEIGHT PER FLEECE*	
	1929 1,000 lbs.	1930 1,000 lbs.	1929 Lbs.	1930 Lbs.
<b>North Atlantic States:</b>				
Maine, New Hampshire, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania .....	6,803	7,156	7.2	7.2
<b>North Central:</b>				
Ohio .....	14,426	14,823	8.1	8.1
Indiana .....	4,500	4,810	7.2	7.2
Illinois .....	3,922	4,088	7.5	7.5
Michigan .....	8,580	8,502	7.8	7.8
Wisconsin .....	2,795	3,049	7.7	7.7
Minnesota .....	5,143	5,554	7.9	7.8
Iowa .....	6,423	6,802	7.9	7.9
Missouri .....	6,000	5,968	7.1	6.9
North Dakota .....	4,649	4,764	8.2	8.2
South Dakota .....	6,352	7,428	7.7	8.3
Nebraska .....	2,850	3,081	7.6	7.8
Kansas .....	2,394	2,460	7.3	7.5
	68,034	71,329	7.7	7.8
<b>South Atlantic:</b>				
Delaware, Maryland, Virginia, West Vir- ginia, North Carolina, South Carolina, Georgia, Florida .....	6,226	6,245	5.2	5.1
<b>South Central:</b>				
Kentucky .....	4,305	4,580	4.7	5.0
Tennessee .....	1,312	1,432	4.1	4.3
Alabama .....	201	184	3.4	3.4
Mississippi .....	96	87	3.1	3.1
Arkansas .....	202	193	4.8	4.6
Louisiana .....	306	322	3.4	3.5
Oklahoma .....	942	1,040	7.3	7.7
Texas .....	7,304	7,848	4.4	4.7
	41,300	40,654	8.5	8.1
<b>Western:</b>				
Montana .....	28,733	32,364	8.6	9.0
Idaho .....	17,829	18,768	8.8	9.2
Wyoming .....	26,000	28,710	8.3	9.0
Colorado .....	9,979	10,800	7.2	7.5
New Mexico .....	14,600	16,167	6.8	6.9
Arizona .....	6,120	6,198	6.0	6.0
Utah .....	19,011	20,070	8.1	9.0
Nevada .....	7,423	7,745	7.2	7.8
Washington .....	5,040	5,510	9.0	9.5
Oregon .....	18,849	21,375	8.3	9.0
California .....	25,636	27,060	6.8	6.6
	179,220	194,767	7.8	8.1
<b>United States</b> .....	308,947	327,989	7.6	7.8

\*In states where sheep are shorn twice a year this figure covers wool per head of sheep shorn and not weight per fleece.

# Lamb Market Conditions and Prices in July

## CHICAGO

**B**ELIEVE it or not, lamb carcasses sold as low as five cents per pound in a Chicago cooler late in July. It was a forced sale of meat that had been held too long on the rail, which merely emphasized the sluggish condition of the dressed market. Sales resistance has been a handicap both to the welfare of live and dressed markets, and in no small measure responsible for the serious July decline in values. Rarely was the dressed market active or healthy, discrediting the theory that a clearance was always possible at a price. Bargain sales were frequent and imperative, cutting into killers' profits despite an absurdly low scale of live lamb prices. As a wholesaler remarked: "We sell what we can; giving the residue away." At the seaboard much lamb went to jobbers in the carcass at ten to fifteen cents per pound to avoid throwing it into the tank when it went stale.

Wholesalers and distributors assert that July was the worst period in the history of their business, but one bright spot developing. That came at the middle of the month when it was possible to put on \$1 to \$3 per hundredweight, holding it for a few days, when the inevitable reaction occurred. High temperatures, unemployment and a general disposition to economize domestic expenditures were unfavorable factors. An avalanche of low grade meat, always sales resistant except in limited quantities, did not improve matters. With so much mediocre and trashy meat facing them, wholesalers resorted to every possible expedient, mainly price cutting, to get a clearance. The result was a wide price spread, as choice meat was none too plentiful.

During the first week of July dressed prices broke \$1 to \$1.50 per hundredweight. A few choice carcasses made \$22 to \$26, Chicago ruling one cent higher than New York, but on the main run of the offering it was a \$15 to \$21 deal. The second week witnessed slight improvement at New York where \$26 to \$28 was paid for the uppercrust, \$18 to \$23 for the bulk, and \$13 to \$14 for low grades. During the third week it was

possible to sell stuff out of the freezer at \$14 to \$18, bulk of the fresh dressed lamb moving at \$18 to \$23 at Chicago, and \$18 to \$23 at New York. Choice packages made \$25 and low grades sold at \$10@12. During the last ten-day period a spread of \$12 to \$20 took much of the offering, indicating a large percentage of low grade meat. Culls sold as low as \$5, with good kinds at \$17. At the Atlantic seaboard \$20 stopped nearly everything and distributors faced the difficult problem of getting meat off their hands before it went stale.

It was a month minus high spots. From start to finish gloom pervaded sheep house atmosphere. An erratic dressed market put live lamb buyers far apart in their ideas of values, which was manifested by bids varying 5 cents to \$1 per hundredweight on the same bands. Supply, while not heavy, was always excessive from a demand standpoint. Twelve major markets handled 1,054,000 head, mostly lambs, during the month, compared with 925,000 in July, 1929. To aggravate matters country demand for fleshy western lambs practically disappeared, loading the meat rail up with tonnage that under normal conditions goes into the future delivery package.

Features of the month were:

Generous receipts at all markets, coupled with lack of feeder competition.

A burdensome surplus of low grade native and thin western carcasses.

Rigid sorting especially in the case of native lambs, bucks being thrown out and penalized \$1 per hundredweight.

A drop from \$11.50 on top lambs at the beginning of the month to \$8.75 at the close.

Western lambs weighing in excess of 65 pounds were forced into killers' hands by country refusal to take them.

Some thin, but weighty western lambs went to killers at \$5@6; mainly \$5.50@5.75.

Such limited feeder demand as existed called for lambs weighing 60 pounds down.

Drouth over the corn growing area was adverse to buying feeding lambs.

Native run was of average quality with

the usual large percentage of bucks.

Packers bought decent 70 to 75-pound western lambs at \$7.

On a tonnage basis, supply was lighter than last year, owing to deficient average weights.

Fat ewes got so low in June that supply was reduced and prices advanced.

At the outset the trade anticipated a \$10@11 trade in fat lambs and \$7.50 to \$8 on feeders and even then was accused of pessimism. During the 14th to 19th period hope revived, but the talent was soon disillusionized. During the first week a glut of common natives was relieved by the somewhat drastic process of shipping them back to the country, some such native lambs getting bids as low as \$4 per hundredweight. From an \$11.75 to \$12.25 basis the last of June, the market dropped to \$10.75@11 on good to choice lambs, but this was merely a suggestion of what July had in store. Many 65 to 75-pound lambs, lacking condition, had to take \$9 to \$10 and bucks were set down to \$10@10.50. Throwouts at \$6.50 to \$7 were a hard selling proposition. Range lambs sold anywhere from \$9.75 to \$11.50 during the week, closing on the bottom.

During the second week trade picked up, but prices showed no material change. The western run, mainly Idahos, Washingtons and Oregons, with a scattering of Montanas, weighed 75 to 85 pounds, and as pressure of natives diminished, killers absorbed the entire western delegation without straining at \$10.50 to \$11.25, with seconds at \$8.25@8.50; but during the week ending July 17 prices melted away, 75 cents to \$1 being taken off, for which an increase of 17 per cent in the western run was responsible. With shippers and feeders all but out of the market, packers were responsible for a clearance and marked the tickets on that understanding. From an \$11.50 top early in the week, range stock dropped to \$10.75 with a large percentage at \$10.50, medium grade Oregons weighing 74 pounds slipping at \$8.50. A raft of natives had to sell at \$7@8.25, with the uppercrust at \$10.25 on the close.



The week ending July 26 capped the climax of a bad month, a plumb dollar being taken off the previous week's quotations. Both western and native lambs dropped below the \$10 line, touching the lowest levels in several years. Dry pastures aggravated a bad situation, dislodging natives and curtailing feeder demand for thin westerns. Yearlings went down with lambs, ewes holding steady. Starting at \$10.50@10.75, the best range lambs slumped to \$9.50@9.75, killers taking seconds and plain western lambs at \$7@8.25. Native throwouts dropped back to \$5@6. During the short week at the month end the \$9 quotation was wiped out, \$8.50 to \$8.75 taking the best end of the western lamb supply, shippers paying \$8.85 for a few.

This, in brief, is the story of one of the most disastrous months in lamb market history. There was always a market on killer account, but while July has rarely developed a scramble for feeding lambs, on this occasion that outlet was practically closed. Dressed trade conditions were deplorable. As in the case of beef, block prices did not drop to the wholesale cost level. Unemployment was undoubtedly an unfavorable influence as it cut the entire scheme of meat consumption. In this respect beef and lamb fared worse than pork, which is reputed to be the poor man's meat and in this emergency sold readily both in cured and fresh forms.

For one thing the hatchery man has been responsible for current meat trade conditions as he made poultry cheap. One-day chickens have burdened the mails, putting every woman in the country with a back yard into the poultry business. A man who toured several corn belt states recently remarked, "This whole country is lousy with chickens," and he overlooked a huge cold storage holding. Every vendor of animal foods has a pronounced penchant for pushing poultry. Public eating houses play it up in headline fashion and when a customer is in doubt, the market man invariably advises: "Why not a nice chicken?" Chicken and fish dinners are headliners with road houses whereat a large element of the population eats during the touring

season. The automobile does not aid meat consumption. In the gastronomic program of one-day road outings a basket of fried chicken is the main reliance.

The sheep end of the trade picked up during July for the reason that previous low prices made it unprofitable to market ewes. The slight reaction of 50 cents to \$1 put this class of stock on a \$3@3.75 basis with an occasional package of light ewes at \$4. Of yearlings there were not enough to make a market, but in price mutations, they followed lambs, the product selling in that guise.

The large proportion of buck lambs in the native lamb run indicated that educational effort has been wasted. The farm flock owner is not partial to using the knife, despite severe penalization of untrimmed product at the market. He figures that he gets more weight, which offsets the lower price. Packers penalize bucks on the hoof, then throw the whole purchase into one band, mixing the carcasses on the hang rail. Probably the consumer never knows the difference.

Conditions during the latter part of July may be realized by the fact that western "seconds" sold as low as 5½ cents; a long string of good westerns went over the scales at \$8.25@8.50, and decent 70 to 75-pound Washington lambs cost killers around 7 cents. Consult the records for similar previous market performance. It goes "away back when".

At the end of July a lot of dressed carcass lamb was selling below \$18 per hundredweight. Scarcity of choice stock made a limited volume of \$20@22 trade possible. The spread between common and choice carcasses at Chicago was \$12 to \$22 against \$18 to \$28 at the corresponding period of 1929. Mutton carcasses wholesaled at a range of \$7@12, against \$9 to \$14 last year.

Tops and bulks this season and in recent years at the end of July, follow:

	SHEEP		LAMBS	
	Top	Bulk	Top	Bulk
1930	\$ 4.25	\$2.75@3.75	\$ 9.00	\$ 7.75@ 8.85
1929	6.25	5.00@6.25	13.75	12.50@13.50
1928	11.50	5.52@6.75	15.35	14.25@15.25
1927	7.55	5.50@6.50	14.00	13.00@13.75
1926	9.00	5.75@7.50	14.95	13.75@14.85
1925	10.50	6.50@8.00	15.60	14.50@15.50
1924	7.00	5.50@7.00	14.00	12.75@13.75

—J. E. Poole.

## OMAHA

WITH the exception of October, 1921, it has been sixteen years since prices for fat lambs have been as low as those reached during July. Heat and drouth, slow business conditions, lower prices for nearly all other commodities, and heavy receipts, all combined to force livestock prices lower and lambs were on the downgrade longer, and went farther down the price scale, than any other class.

Compared with the end of June, fat western lambs declined \$2.50@2.75. The spread between them and natives was narrowed during the month and the latter showed a loss of \$1.50@1.75. July quotations on range stock moving to killers generally averaged \$4.00@5.00 under the corresponding period a year ago.

The trend was lower most of the time, but a fairly substantial advance coming on the extreme close of the month was all that prevented declines for the period being quoted with a three-dollar front figure.

Locally, receipts of sheep and lambs for July were the heaviest for that month in ten years. Other markets were proportionately well supplied, especially in the East, where drouth forced many unfinished lambs to shambles to depress the trade. The heat wave experienced in the main consuming centers along the Atlantic Coast had a tendency to curtail demand for the dressed product, adding further to bearish conditions surrounding the live lamb market.

That drouth was not confined to the corn belt and East was reflected in the quality of the range lambs arriving at market after mid-month. During the last two weeks they have not been up to those coming earlier in the season and the proportion of lambs running to feeders has jumped from 10@15 per cent to 30 per cent on most days lately, indicating that some have been forced in ahead of time.

Without exception, the range states contributed more heavily to market receipts than was the case during July, 1929. The most notable increases were in Wyoming, Oregon, and California. In the latter case this would bear out earlier predictions that more lambs would be held and fed out in the coast state for summer and fall markets. Idaho and

Oregon furnished more than half of the total month's run. More native stock showed up from Iowa and Nebraska, but offsetting this to some extent was the fact that local feed lot operators did not supply as many fed lambs this year as last.

Prolonged drouth, bringing with it uncertain prospects for the outcome of the corn crop, together with lower schedules on fat lambs, all tended to curtail demand for feeding lambs. Corn belt feeders are hesitant about taking on supplies under present conditions and feeder shipments bear this out. The total, at 48,000 head, was the lightest for July in several years, even though the price trend was lower and good lambs were going out well under \$7.00 late in the month. Most feeders have their sights set around 6 cents a pound right now and bulk of the month's sales were within a range of \$6.00@7.50, with an extreme top of \$8.00.

Losses in feeder lamb quotations for the month amounted to \$1.75@2.00. Buyers continue to maintain a wider spread than usual between their prices and those that packers are paying for fat lambs. During July it amounted to \$2.00@3.50. Consequently, July quotations on thin lambs show a discrepancy of \$5.00@7.00 compared to the corresponding period of 1929.

All aged sheep worked higher on light supplies last month. Fat ewes advanced right around \$1.00 and breeding stock showed uneven upturns. There is still not enough business being done in the latter to really establish a market. Yearling ewes have sold up to \$5.50 and above, with fair to good-mouthed kinds at \$3.00@5.00, according to age. Feeding ewes brought up to \$2.60 during the month. On the close the packer top on fat ewes stood at \$3.75.

K. H. Kittoe

#### ST. JOSEPH

**S**HEEP receipts for July were 115,882, compared with 97,792 last month and 109,799 for July, 1929. Of the month's total around 80,000 were from western ranges. The lamb market continued on the down-grade most of the month and closed \$2.50@2.75 lower than a month ago. At the close of July, best westerns

sold at \$8.75 against \$11.35 the last of June, and natives \$8.25 against \$11.00 for the same periods. The high point on westerns for the month was \$11.00 and natives \$10.75. Near the close the top on westerns dropped to \$8.25, and natives \$8.00. Few feeding lambs went to the country during the month, these selling \$6.00@6.25 on the close. Aged sheep were scarce all month and closing prices are a little higher. Fat ewes on the close were quoted up to \$3.75, old wethers around \$4.50 and yearlings \$5.00@6.00.

H. H. Madden

#### DENVER

**L**AMB prices during the month of July declined around \$2.50 to \$2.75, although some of the decline has been regained since the first of August. Ewes are in very good demand with prices around 50 cents to 75 cents higher than a month ago. Sheep receipts in July this year were larger than for the same month a year ago, the total this year being 59,504, compared to 51,193 head for 1929.

Sheep trade was fairly active during the month, although prices declined sharply. Fat lambs were selling up to \$11 at the close of June. By the middle of the month the best had gone to \$10 and on the closing session \$8.25 took top lambs here. Since August 1, the market has advanced slightly and \$9 was paid for one bunch of Colorado lambs.

Fat ewes that sold around \$3 to \$3.50 early in July were bringing around \$3.50 to \$4 at the close, with \$4.25 to \$4.50 paid on several sessions for choice quality kinds for local killing.

Just what the future of the lamb market is to be is a question that can not be foretold. No contracting of feeder lambs has as yet been done, although reports current at Denver indicate that some lambs have been offered to feeders in northern Colorado at around \$5 and \$6 a hundredweight. However, there are said to have been no takers. Other reports are to the effect that feeders have offered \$5 for lambs but the offer has been refused. It is a matter of record, however, that practically no trading has been done as yet. It is expected that about the usual number of lambs will be fed in northern

Colorado and present indications are that most of these will be purchased on the markets this fall.

W. N. Fulton

#### KANSAS CITY

**J**ULY was a disastrous month in the sheep market, especially for the producing side. In the first two weeks prices strengthened 50 cents, and then encountered a rapid downward movement that reduced quotations to the lowest position in fifteen years when best lambs, July 29 and July 30, sold at \$8.25, or \$2.75 under the high point of the month and \$3.25 under the June close. It has been anticipated that July would uncover a break, but when the first two weeks went by with a moderate advance hopes for a good market became general. The precipitous break the last half of the month made the selling side apprehensive of what is to follow. The 50-cent rally on the final day was probably a temporary affair, its durability to be tested later.

As compared with July last year prices ruled \$5 to \$5.50 lower and gave the largest bargain cost to lamb values in many years past. Hot weather had more to do with the break in the market than the liberal runs. The principal markets reported only a moderate increase over July last year, but meat distributors during the hottest period found outlet channels extremely small regardless of the low prices.

Lamb prices have been high for a number of years and because they have been so uniformly high, the present slump seems to be more disastrous than it really is. Without doubt prices are due to hold to low levels the rest of this season as compared with former years. Some wild theories of an abrupt reduction in production, a shift to a different class of sheep and lambs and new distributing methods are being advanced. However, in final analysis, low prices carry the germ of a rising market later. Recent years of high prices have driven consumer demand away from mutton and lamb. Low prices will not only afford an excellent opportunity for advertising ovine meat but they will be the means of establishing contact with large arms of the former demand, that were driven away by high



prices. The average American needs to be made mutton and lamb conscious. Without doubt low prices will bring some reduction in production, through close culling, careless breeding and less careful attention to flocks, but between the opportunity for increasing the meat outlet and the reduction in production that naturally follows low prices, the sheep situation will come to rights in a comparatively short time, without the necessity of forced liquidation in breeding flocks.

Low wool and pelt prices, small meat demand, produced by extreme and unusual weather are the adverse conditions that piled on the trade last month. Had they been spread out somewhat the jolt would have been less severe.

The top price for lambs, July 1, was \$10.50. The market took an upward course and on the 10th to the 15th \$11 was paid freely. Beginning the 16th, prices began to drop from 15 to 25 cents daily until the bottom was reached on July 29 with an \$8.25 top, followed by a comeback to \$8.65 for the closing top. Cull and common lambs took a more extreme drop than better grades. In some instances the commonest cull lambs, confined principally to coarse natives that had not been docked or trimmed, sold at \$3 to \$3.50.

The ewe market demonstrates what low prices mean in a renewal of the meat outlet. Before lambs started on the descent, ewes and other classes of fat sheep dropped to \$3 and below. The large foreign population in the East was drawn to mature mutton meat and demand was enlarged to such an extent that ewes sold at \$3 to \$4, up a dollar; in some cases higher than cull and common lambs. The foreign population has begun to eat mutton. The taste has been renewed. It may continue to broaden. Yearlings sold at \$5 to \$6.50, late in the month, and grass wethers \$3.75 to \$4.25, but offerings in both classes were limited.

Stocker and feeder trade has not really opened up for the season. Receipts of thin lambs have been small. Recent sales, in limited numbers, brought \$5 to \$6.25. August should see the buying movement get under way.

Doubtless there will be heavy movements of sheep and lambs in the next

ninety days. Every market is going to put forth its best efforts to handle the offerings. It is up to producers to help the general situation with proper distribution. If the full weight of the supply that will have to be handled in the next three months is confined to two or three markets, those points can not hold up, but evenly distributed supplies will produce the best possible general market situation.

July receipts in Kansas City, 130,765, though 6,500 less than in the same month

last year, were the second largest ever reported for the seventh month. Native lambs comprised an unusually large per cent of the total. Texas, Wyoming, Idaho, and Colorado offerings made up the remaining supply. In the seven months receipts were 1,198,019, or 150,000 more than were received in the same period last year, also the largest number reported in the first seven months in any year.

C. M. Pipkin

## Drouth Slows Feeder Lamb Trade

FEEDERS took so few lambs at the market during July as to develop a serious disposal problem. Close sorting before loading, in realization of this condition, made it possible to move the few light lambs available, but a condition developed that threw practically everything weighing 65 pounds or more into slaughter channels. Killers accepted the only horn of the dilemma, taking the surplus at a price, which undoubtedly was effective in breaking down the whole market. Early in July the country took a few thin lambs at \$8@8.50; on the last round \$6.50 was the limit.

On the future delivery market recently established by the Chicago Live Stock Exchange \$6.75 was bid for black-face mountain lambs, August and September delivery, and \$6.50 for white-faces, September delivery. At the corresponding period of 1929 feeders were paying \$13.50 to \$14 for featherweights, \$13 to \$13.35 for 62 to 68-pound stock and \$12.50 to \$12.75 for 70 to 74-pounders. On this occasion they purchased nothing over 60 pounds unless they guessed the weight wrong.

A prolonged dry spell had much to do with repressing demand. Small grain stubble was bare of aftermath and pastures browned to the crisp stage all over the Mississippi Valley. Appeals by commission men to customers to sit in at a bargain sale elicited scant response. The country was in much the same mood as the small boy sent for sour milk. Told that only fresh milk was available he an-

nounced that he would wait until it soured.

Just where the market will develop is anybody's guess. Many prospective and potential buyers have set their peg in the \$6 hole, Chicago basis, and it is a reasonably safe bet that they will not make the grade. When the \$7 quotation was erased late in July, Chicago commission men admonished customers that the time to buy had arrived, but failed to elicit orders. That lambs will be needed in large numbers is a cinch bet; also that even a slight upturn would start a buying rush, especially if pastures revive meanwhile. A few generous rains would create rough feed in abundance, but the supply of moisture has been woefully deficient all summer.

Meanwhile western growers have no alternative but to hold back thin lambs. Sending them to market before the country is prepared to buy will be ruinous. Sooner or later corn belt farmers will come into the market, but they are awaiting rain and the low spot. Realization that this has passed will do more toward stimulating the market than anything else. But for the drouth it would have been a \$7@7.50 trade before this.

Colorado has done nothing and shows no indication of buying activity. Texas has sold a few lambs, but the big order has yet to be executed. Based on nominal prices quoted late in July, it is merely a question of reaction. Put prices up 50 cents and a scramble will ensue.

J. E. Poole



### FORMER LAMB BUYER SAYS SALESMEN SHOULD BE OPTIMISTIC

**S**IOUX CITY is assuming great importance in the sheep and lamb trade because of a very large increase in shipments to that market. This increase appears to be part of the cause for lighter runs at all markets which are regarded as establishing the basis of prices.

The letter printed below is from a sheep salesman for Rice Brothers at Sioux City.

#### To The Editor:

Just finished reading your editorial, "The Commission Men and Lamb Prices" printed in the June Wool Grower, and heartily agree with your opinion. For fourteen years I was located on the Kansas City, Omaha and Sioux City markets as a buyer and naturally took the bearish side of all arguments concerning the sheep business. I cannot help but remember the many times I got them worth the money for no other reason than that the salesman had heard a lot of bearish dope—liberal receipts in sight—adverse weather conditions—dressed lamb market lower—branch houses down East holding over big supplies of mutton and lamb—freezing carcasses to avoid taking losses—pelts hard to move, etc. It is all right for a buyer to put out pessimistic news and perfectly legitimate for a buyer to use every fair and honorable means to weaken a salesman as that is what the buyer is getting paid for.

However, a salesman is on the other side of the fence as he is representing the owner, and every time he takes a pessimistic view of the future situation, or talks about conditions that might have a bearish influence on the markets it is wrong; in fact many times I have obtained information from salesmen which I had not heard and which helped me greatly in buying.

Now, as regards the market for the summer and fall, we have heard all kinds of predictions as to what prices will be. That some are too low and some too high is a certainty; the truth is that we do not know and neither does any one else. A lot of things can happen in the next few months that none of us even

dream of at the present time. All we can do is await future developments.

One thing we do know, and that is, whenever a food commodity gets below the cost of production it is a purchase for a long pull and a good sound investment. With this thought in mind we have been advising our customers to get in the sheep business—not out of it. Breeding ewes are selling too cheap; ruinously cheap; and should be bought, not sold. Every period of liquidation runs its course and in most cases declines go farther than expected, so do advances. Very few sell at the top and very few buy at the bottom, in fact, the majority are anxious to buy at the top and just as anxious to sell at the bottom. This is what makes the markets go higher than expectations and go lower than anyone anticipates.

A salesman should take the optimistic side of the situation at all times. Nobody likes a pessimist and everybody loves an optimist—even if he is wrong. This goes for other lines of business as well as ours. You do not care to have others tell you about your troubles—it is like rubbing a sore spot, it hurts. Sometimes it is hard to do but let us try and forget. Most of us have been through times as bad or worse than those prevailing now and everything turned out all right in the end.

There is an old saying that "only one per cent of the things we worry about ever happen" so anyway the percentage is in favor of the optimist.

Lee C. McMahon.

### THE IDAHO RAM SALE

**T**HE following prices were made on a total of 887 rams at the ninth annual ram sale at Filer, Idaho on August 5. These sales are conducted by the Idaho Wool Growers Association.

No. of Head	BREED	Average Price
3	Hampshire Studs .....	\$106.67
534	Hampshire Yearlings .....	24.75
3	Hampshire Two-Year-Olds .....	43.00
97	Hampshire Ram Lambs .....	19.16
70	Hampshire Ewes .....	10.29
8	Suffolk Studs .....	103.75
57	Suffolk Yearlings .....	48.02
53	Suffolk Ram Lambs .....	33.05
5	Suffolk-Hampshire Yearlings .....	38.00
37	Suffolk-Hampshire Ram Lambs .....	30.35
15	Lincoln Ram Lambs .....	8.16
5	Romney Yearlings .....	27.00

The high price for a single ram was obtained by the University of Idaho on a yearling Suffolk sold to Laidlaw and Brockie at \$300.

The top Hampshire single stud was sold by H. L. Finch at \$150, to T. S. Vanderford, Aberdeen, Idaho.

The class for pens of 15 yearling Hampshires was topped at \$29 by L. L. Breckenridge.

A pen of 25 yearling Hampshires was sold at \$30 by H. L. Finch and a pen of 20 by Breckenridge at the same figure.

Martin Curran, Hagerman, paid \$35 for ten yearling Hampshires sold by Dr. S. W. McClure. Dr. McClure also sold a pen of five yearling studs at \$90. A pen of three two-year-old Hampshires from Thousand Springs Farm brought \$43.

Pens of Hampshire ram lambs sold from \$21 to \$35. Dr. R. O. Young sold ten yearling Suffolks at \$52 and 13 at \$40. Laidlaw and Brockie received an average of \$39 for 28 yearlings, sold in three lots and \$30 for a pen of 25 lambs.

A small pen of Suffolk-Hampshire yearlings brought \$29 and lambs of the same cross went from \$22 to \$59, the high figure being for six head consigned by E. R. Kelsey.

Quality in comparison with previous year was very good and many buyers expressed their opinions as being well pleased with the offerings. The number of rams actually sold at a little less than last year, due to some consignments being made and then not showing up.

Buyers were very well satisfied with their purchases and went away feeling well satisfied, and the sellers in a great majority of the cases feel that considering the conditions of the industry that the sale was very satisfactory.

### THE TEXAS RAM SALE

**D**ETAILS of the Texas Ram Sale held at Brady on July 30-31, have not been received at the time the Wool Grower goes to press. Partial reports show the top price of \$350 for a yearling Rambouillet sold by the Branch Agricultural College of Utah. Range Rambouillet yearlings sold lower than last year with some of the Utah bred lots as low as \$19 per head.

## GOVERNMENT ESTIMATE OF 1930 LAMB CROP

**A**N annual estimate of the lamb crop was published on July 22, by the Bureau of Agricultural Economics of the United States Department of Agriculture. This year's lamb crop is estimated at two million head or eight per cent larger than that of the last two years. The crops of 1928 and 1929 were of approximately the same size. The report says:

The indicated lamb crops the last three years are: 26,363,000 for 1928; 26,441,000 for 1929 and 28,458,000 for 1930. The number of lambs saved per hundred ewes one year old or over on January 1 was 89.1 in 1928, 83.9 in 1929 and 87.3 in 1930. Compared to 1929 the larger lamb crop this year was due both to an increased number of breeding ewes and a larger number of lambs saved per 100 ewes; compared to 1928 the increase was due to the increased number of breeding ewes since the number of lambs saved per 100 ewes was smaller in 1930 than in 1928.

Both the native and western lamb crops were larger this year than last. The crop in the native sheep states was about four per cent or 400,000 head larger than in 1929 and eight per cent larger than in 1928. The increase this year was due both to increased numbers of breeding ewes and a larger number of lambs saved per 100 ewes. The native lamb crop was 8,930,000 in 1928, 9,326,000 in 1929 and 9,734,000 in 1930.

The western lamb crop of 1930 was 9.5 per cent or about 1,600,000 head larger than that of 1929 but only about seven per cent larger than the crop of 1928. The increase this year over last was due to both an increased number of breeding ewes and a larger number of lambs per 100 ewes; compared to 1928 the increase was due to increased number of breeding ewes since the number of lambs per 100 ewes was smaller. The number of lambs per 100 ewes was 83.7 in 1928, 76.6 in 1929 and 80.9 in 1930. The largest increases this year over last were in the late lambing areas in most of which the late crop in 1929 was reduced by very unfavorable weather during and after lamb-

ing. All of the states except Texas had larger crops this year than last. In Texas unfavorable weather and feed conditions resulted in a decrease from 77 to 62 in the number of lambs saved per 100 ewes, which more than offset a twelve per cent increase in breeding ewes. The lamb crop in the thirteen western lamb states was 17,433,000 in 1928, 17,115,000 in 1929 and 18,724,000 in 1930.

Details for the important sheep states, for divisions of states and for the United States are shown in the accompanying table.

[The Department reports show that the slaughter of sheep and lambs under federal inspection, from July 1, 1929, to June 30, 1930, was 15,306,899. Additional numbers were slaughtered that did not pass under federal inspection, probably about one and one-half millions, or a little under seventeen million head from the 1929 crop of 26,441,000. The total slaughter of lambs of the 1929 crop was about eleven per cent greater than from the 1928 crop although there was practically no difference in the size of the crops raised in those two years. The excess must have been due to heavier shipping of ewe lambs last year.]

The course of prices this fall will depend very largely upon the proportion of ewe lambs which is held back by range men and farmers for breeding purposes. The number of wether lambs to be shipped is in excess of last year's number, but if the proportion of ewe lambs sent out is smaller than last year, it can be expected that the total number of lambs to be slaughtered from the 1930 crop will be less than eight per cent, the reported increase in this year's production as compared with that of 1929.—The Editor.]

Lamb Crop Report July 1, 1930

STATE AND DIVISION	Breeding ewes 1 year old and over Jan. 1		Lambs saved per 100 ewes 1 year old and over Jan. 1 **		Indicated lamb crop		
	1929	1930	1929	1930	1928	1929	1930
	Thousands	Thousands	Number	Number	Thousands	Thousands	Thousands
New York .....	322	330	95.7	104.2	362	308	344
Pennsylvania .....	275	294	98.9	102.4	259	272	301
<b>9 No. Atlantic States</b> .....	<b>725</b>	<b>751</b>	<b>94.8</b>	<b>100.4</b>	<b>737</b>	<b>687</b>	<b>753</b>
Ohio .....	1,298	1,299	89.0	86.5	1,100	1,155	1,124
Indiana .....	484	515	107.3	105.8	475	519	545
Illinois .....	414	435	105.4	103.7	415	436	451
Michigan .....	855	859	97.9	99.7	869	837	856
Wisconsin .....	275	283	111.6	119.1	291	307	337
<b>E. No. Central</b> .....	<b>3,326</b>	<b>3,391</b>	<b>97.8</b>	<b>97.7</b>	<b>3,150</b>	<b>3,254</b>	<b>3,313</b>
Minnesota .....	509	550	113.9	111.1	492	580	611
Iowa .....	648	675	100.9	110.1	643	654	743
Missouri .....	675	691	100.0	103.8	698	675	717
North Dakota .....	459	474	104.6	98.3	371	480	466
Nebraska .....	189	211	94.6	105.2	183	179	222
Kansas .....	249	249	93.8	100.4	253	234	250
<b>W. No. Central*</b> .....	<b>2,729</b>	<b>2,850</b>	<b>102.7</b>	<b>105.6</b>	<b>2,640</b>	<b>2,802</b>	<b>3,009</b>
Virginia .....	373	381	114.7	112.6	388	428	429
West Virginia .....	428	441	122.7	116.3	455	525	513
<b>8 So. Atlantic States</b> .....	<b>1,028</b>	<b>1,058</b>	<b>113.4</b>	<b>110.6</b>	<b>1,047</b>	<b>1,166</b>	<b>1,170</b>
Kentucky .....	830	840	110.8	120.4	905	920	1,011
Tennessee .....	278	285	110.6	100.4	281	307	286
<b>8 So. Central States</b> .....	<b>1,372</b>	<b>1,395</b>	<b>103.3</b>	<b>106.7</b>	<b>1,356</b>	<b>1,417</b>	<b>1,489</b>
<b>Native Sheep States</b> .....	<b>9,180</b>	<b>9,445</b>	<b>101.6</b>	<b>103.1</b>	<b>8,930</b>	<b>9,326</b>	<b>9,734</b>
Montana .....	2,794	3,011	78.0	81.0	1,980	2,179	2,439
Idaho .....	1,698	1,756	93.0	99.0	1,627	1,579	1,738
Wyoming .....	2,524	2,562	64.0	80.0	1,861	1,615	2,050
Colorado .....	1,200	1,176	78.0	85.0	896	936	1,000
New Mexico .....	1,791	1,925	62.0	70.0	1,079	1,110	1,348
Arizona .....	866	878	69.0	70.0	620	598	615
Utah .....	2,075	1,875	70.0	82.0	1,732	1,453	1,538
Nevada .....	900	830	62.0	80.0	803	558	664
Washington .....	470	488	98.0	105.0	471	461	512
Oregon .....	1,826	1,929	80.0	90.0	1,611	1,461	1,736
California .....	2,722	2,840	88.0	87.0	2,387	2,395	2,471
South Dakota .....	669	724	90.0	90.0	542	602	652
Texas .....	2,815	3,163	77.0	62.0	1,824	2,168	1,961
<b>Western Sheep States</b> .....	<b>22,350</b>	<b>23,157</b>	<b>76.6</b>	<b>80.9</b>	<b>17,433</b>	<b>17,115</b>	<b>18,724</b>
<b>United States</b> .....	<b>31,530</b>	<b>32,602</b>	<b>83.9</b>	<b>87.3</b>	<b>26,363</b>	<b>26,441</b>	<b>28,458</b>

\*Lambs saved defined as lambs living June 1 or sold before June 1, in native sheep states, and lambs docked or branded in western sheep states.

\*Excluding South Dakota.

## AROUND THE RANGE COUNTRY

(Continued from page 21)

## Fountain Green

After several weeks of hot, dry weather, feed is commencing to burn on the lower ranges.

Most of the lambs raised in this locality are feeders; that is, only about 30 per cent of the lambs are fat usually. This year, however, the proportion of fat lambs will be larger. We ship our fat lambs to Ogden and Denver. The majority of the feeders are contracted usually; so far no contracting has been done. On account of the low prices, I think fewer ewe lambs will be sold this fall.

Crossbred rams are used by the sheepmen here.

We are paying our herders and camp-tenders \$80 a month.

J. J. Oldroyd

## La Sal

Range conditions in southeastern Utah can be called normal. July rains have

## Rambouillets For Sale

400 large, smooth, yearling rams

100 registered ewes

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Mt. Pleasant, Utah

given us good feed in the mountains and winter ranges are in fair condition. The flesh condition of sheep is about on a par with other years at this date.

We have about the same number of lambs to ship this season. If we have ample rain, fat lambs will make up 60 per cent of the total; in the past most of the lambs have been sold as feeders. Our fat lambs will be marketed at Denver or Kansas City. In other years we have sold most of our lambs to feeders and speculators. The number of ewe lambs sold will be about normal.

There has been no contracting of lambs. The sheepmen in one section have, however, consigned their lambs to a well known concern of lamb dealers. Under the terms of the contract the grower pays 50 cents per hundredweight to have his lambs marketed. Perhaps the dollar a head advance was a convincing argument to the growers.

Some growers are seriously considering feeding their own lambs this year. It appears that with cheap feed and lambs the prospects for profit are good. There will be, however, a good many sheepmen who cannot finance feeding operations.

We believe that if the price of feeder lambs does not improve, the growers will perhaps find it wise to effect a partnership with experienced lamb feeders who have equipment and feed. If a considerable per cent of the total lamb crop were handled this way the market would most surely be stabilized.

In our judgment the most urgent step for the wool growers to take now is in an active advertising campaign to increase the consumption of lamb.

When we consider what advertising has done for the pineapple, citrus fruits, breakfast foods, we can not doubt the value of "tooting one's horn." There is a large and virgin field for the lamb producers to enter.

We need an ingenious wizard to devise a practical policy that will collect funds for this campaign. The burden would be light if evenly distributed. Sheepmen have been somewhat successful in part of their cooperative efforts. The sound logic of stimulating the use of lamb meat will force us to a successful policy.

Chas. Redd



### American Fork

July was hot and dry until the 15th; then some showers came which helped some. Feed on the summer range matured at least two weeks earlier than usual and now is in need of rain.

There will be about the same number of lambs to market this year from this locality. However, more of them will be fat than last year. The usual ratio is 75 per cent of fat lambs to 25 per cent of feeders. About 60 per cent of the lambs are shipped by the growers themselves to Kansas City and Denver. The rest of the lambs are sold at home. From present indications more ewe lambs will go to market this fall than was the case last year.

Sheepmen around here prefer Hampshire and crossbred rams.

Dell Singleton

### COLORADO

Excellent range weather prevailed. Temperatures were seasonal, and showers were in most places abundant. Haying was interfered with to a certain extent, but the crops were mostly saved in good shape. Livestock are in generally good condition.

### Lake City

Rains the latter part of July have put feed on the summer range in good condition.

Most of the lambs raised in this section sell as feeders and are shipped by the growers direct to the Denver market. I think the number to be marketed this season will about equal that of a year ago. There has been no contracting of lambs in this section so far as I know.

Hampshire and Rambouillet rams are used by sheepmen in this section.

We are paying herders and camp tenders from \$75 to \$100 a month.

A. A. Arrington

### Grand Junction

After some dry July weather, rains the last of the month have improved ranges.

About the usual number of lambs will be shipped from this locality this year. About 80 per cent of them will go as fat lambs to Kansas City. Sheepmen will sell the same number of ewe lambs as in 1929, according to present indications.

Wm. Fitzpatrick

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If that is the kind of Rambouillet ram you like, see ours.

PUREBRED RANGE RAMS  
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Reduction of my flock has been made necessary by drought and poor feed conditions. I will sell yearling ewes, or ewes with lamb by side, or rams—  
**AND THE PRICES WILL BE RIGHT**

Some bargains in good purebred  
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### Good Smooth Type Rambouillet Yearling Ewes FOR SALE

18,000 head, well bred, heavy wool, smooth type Rambouillet yearling ewes for sale, out of the wool, August and September delivery. Will sell any size bunches. Also good feeder lambs for fall delivery.

JESS ELROD, San Angelo, Texas

## Pure Blood Rambouillet Rams

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Oldest pure blood flock in Arizona. Large bone, long wool type, range raised, good feet. Winter range one thousand feet elevation. Summer range eight thousand feet.

For prices write or wire.

T. J. HUDSPETH

Seligman, Arizona



## NEW MEXICO

The state has fared unusually well for range weather, temperatures being normal, and showers copious everywhere excepting possibly in the Pecos Valley, where more would help. Ranges and pastures are good to excellent and livestock are doing well.

## La Puente

July was about equally divided between dry and wet days. Range feed, however, is now quite dry (July 30).

Mrs. G. Salazar

## Albuquerque

We have had very hot weather up to about two weeks ago. Since then there have been some very good rains, practically general over the state. Feed on the summer range (July 26) looks good and will be improving rapidly from now on. We should have good winter range.

New Mexico's lamb crop will be about the same as that of a year ago. No fat lambs are shipped from the state, and

most of the feeders are sold at home, although some are sent to the Denver market. I think that from three to five per cent more ewe lambs will be sold this fall than in 1929. No contracts have been made thus far on feeder lambs.

The demand in this locality is for smooth-type Rambouillet rams.

Louis Ilfeld

## CALIFORNIA

Normal summer weather has occurred, with some foginess along the coast, hot weather in the interior valleys, with some wheat fields burned, while the mountains have had a few thunderstorms, sufficient to maintain satisfactory grazing conditions. Forage has also been good in the fields and farm pastures. Good hay crops are reported.

## ARIZONA

Pleasant weather with generous showers have produced highly encouraging conditions on most of the ranges of the state. Watering holes are well filled, and all the higher range country is well

watered, only some of the lower areas where few cattle are foraging being still in want of moisture. Livestock as a rule are in fine shape.

## Silver Creek

It was very dry up to July 9; then it started raining and we have been getting plenty of moisture in most places since. As a result feed on the summer range is excellent.

We will have more lambs to ship this fall and a larger number of them will be fat. Most of the crop, however, are feeders, sold here at home. Fewer ewe lambs will be sold this season.

Rams of the Rambouillet breed are favored by sheepmen around here.

W. M. Bourden

## Mesa

June was a dry month here; summer ranges, however, are in splendid condition (July 7).

Have not heard of any transactions in ewes or feeder lambs. All of our lambs were sold by May 1. Our yield was 111 per cent, the same as in 1929.

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Ranch that will run 10,000 sheep.

Send plot and full particulars in  
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Box 149

Martin, S. D.

Probably most of the stockmen in Arizona want the open government lands under state control as against federal. Personally I prefer them to be handled by the federal government as at present, and believe that if or when state control comes in Arizona the minority sheep interests will suffer a plenty.

E. H. Duffield

## WESTERN TEXAS

Warm, sunshiny weather prevailed, though showers occurred occasionally with uneven distribution. As a result a number of heavily grazed counties are in need of moisture, though pasturage is still rated pretty good. Livestock are not in the best of condition, reports averaging fair to good.

Girvin

There has been plenty of feed on the summer range but it is now drying up. We expect fall rains to green it up again. Unless these rains come soon, however, the number of fat lambs from this district will not be very great. Most of the crop (90 per cent) are sold locally as feeders. While there has been no contracting yet, mixed lambs have been sold at \$5.50 per head locally.

Rambouillet rams are largely used in this section.

Sherbino Bros.

Canyon

July was hot and dry; the worst summer we have had in years. The summer range has been fair, but chances are feed will get very short unless it rains soon.

There is a 75 per cent lamb crop saved, about the same as last year. Nearly every one will feed out his lambs here. Heretofore most of the lambs have gone to feeders, being sold at Ft. Worth and Kansas City. Most of the breeders will sell their lamb crop straight.

There is a general trend of dissatisfaction among the stockmen here at present, due to the fact that there are a lot of beginners in the industry, and also to the low price of stock, and to the scarcity of grass and the weather, which is the hottest we have had in twenty years.

G. E. Nance, Jr.

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Coffey's Productive Sheep Husbandry, \$2.50; Sampson's Range and Pasture Management, \$4.00; Sampson's Native American Forage Plants, \$5.00; Sampson's Livestock Husbandry on Range and Pasture, \$4.50; Gilfillan's Sheep, \$2.50.

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Kansas City, Missouri

**SOUR DOUGH LIGHT BREAD FOR SHEEP CAMPS**

THE sour dough jar in a sheep camp is as indispensable as firecrackers at a Fourth of July celebration. Also the sheep herder is not consistently an epicurean or he could never bolt down some of the sedimentary conglomerations that are fashioned from the fruit of a sour dough jar by the unschooled hands of a novice camp mover.

Rulon Blumel of Lyman, Wyoming, is not a professional chef but is astonishingly conversant with the idiosyncrasies of the sour dough jar and makes the most edible loaf of well leavened sour dough bread it has been my privilege to sample in any menage. The preparation of the dough, according to Mr. Blumel, calls for the artist's hand work and therein lies his secret for the exceptional loaves that many sheep herders have sung praises about.

Two loaves of bread, five inches by ten inches, can be made from five cups of flour mixed into a stiff but pliable dough with potato water slightly warmed. Ordinary water is customarily used instead of potato water but it doesn't give the bread the well leavened qualities that the potato water does. After a thorough mixing the dough should be placed in a moderately warm place and allowed to work three or four hours.

After the dough has fermented sufficiently it is removed from the jar and placed in a pan partly filled with flour in preparation for mixing and moulding into loaves as is light bread. The use of shortening in sour dough bread is a rarity as most camp movers believe it an impossibility to mix lard into sour dough evenly. For two loaves Mr. Blumel melts one-fourth cup of shortening and whips it into the dough with a knife while the dough is still in the jar and this insures an even distribution of lard throughout the whole mound. One-half teaspoon full of salt; one teaspoon of soda and two tablespoons of sugar can then be added to the mixture and kneaded into the dough till the whole mound is ready for the baking pans. The dough can then be halved, put in baking tins and placed in a warm room to rise for nearly one hour before being baked slowly in a moderately

hot oven for one hour. The result should be much superior in appearance and significantly more palatable than most of the well named "sinkers" that have their inception in a sour dough jar.

Aspen, Wyo.

B. W. Allred

[The Wool Grower would request its correspondent to explain further about Wyoming sheep camp accommodations and equipment, particularly as to having a moderately warm room in winter, ovens, and having two hours to handle and bake dough after mixing.]

## WHAT SHALL WE DO WITH OUR SHEEP?

IT is safe to say that although in our leading cities we may find lamb on the menus of the larger hotels, yet in the smaller cities, some of which are in the heart of sheep production where wool and lambs are the finished product, in but probably one per cent of the hotels do we find lamb listed in any shape or form. Neither is lamb in general use in the homes throughout our country. Surely, sheepmen, something will have to be done in getting this neglect before the populace.

Where is the trouble? Our young women go to college, perhaps take a course in Home Economics. But perhaps our extension workers in diatetics have forgotten what important part sheep, mutton, and wool have in the economic and financial welfare in the United States. We have butter fat tests on milk, tuberculosis tests on cattle, flavor tests and fat tests on bacon; but not one test have we on the value of mutton as a food comparable with beef or pork. If sheep were tested, people would at least have no doubt that lamb is an edible food. Our people do not seem to be acquainted with lamb. Is it any wonder that we have to rely on eastern consumers to buy our lamb? And our producers have to pay from \$100 to \$150 in freight per carload, besides the sales commissions and many other incidental expenses. What industry have we which can survive under such handicap?

At many of our state colleges public displays are made of pork cutting contests, and at South Dakota State College the humble capon even squeaks its last before the public to demonstrate the agility of our Aggie boys in

**\$100,000**  
**IN**  
**PREMIUMS**  
**Pacific International**  
**Livestock Exposition, Inc.**  
**Portland, Ore. Oct. 25 - Nov. 1**  
1930 Premium Lists now ready. Entries close Oct. 1. Twentieth Annual Exposition combines exhibits of pure-bred Beef and Dairy Cattle, Horses, Sheep, Hogs, Goats and Fat Stock. Also Dairy, Land and Manufactured Products Shows; National Wool and Mohair Show; Industrial Exposition; Fox and Fur Show; Poultry and Pet Stock Show; and one of America's leading Horse Shows.  
**WRITE TO O. M. PLUMMER, GEN. MGR.**  
**211 AMERICAN BANK BLDG., PORTLAND, OREGON**

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**ENGRAVING**  
**CO.**  
**ARTISTS**  
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on every saddle or harness. Buy direct from the factory. No middleman's profit. Send for free catalog—maker to consumer.  
Austin's Boots at Lowest Price  
**The FRED MUELLER**  
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**HOME COMFORT CAMP**  
The Gold Medal Winner  
Hardwood framed. Stormproof.  
  
Shipped knocked down—easy to set up. Built By  
**Sidney Stevens Implement Co.**  
Ogden, Utah

## GET REPORTS OF ACTUAL SALES

Compare with Other Markets,  
Think it Over, Figure it  
Out, and Then you will

## CHOOSE THE SIOUX CITY MARKET

And will consign your  
Sheep and Lambs to  
**RICE BROTHERS,**  
Live Stock Commission

HERE ARE A FEW THAT DID

Cheyenne, Wyo.

Rice Brothers,  
Sioux City, Ia.  
Gentlemen:

We received check and account of sales covering two cars of sheep shipped last Saturday, which were sold by you on Tuesday's market. Let us thank you for the way you handled this shipment.

(Signed) Warren Live Stock Co.

Centerville, S. D.

Rice Brothers,  
Sioux City, Ia.  
Dear Sirs:

Am very well pleased with the sale you made for me on the lambs I shipped to you, also wish to express thanks for your advice in answer to my inquiry by phone.

Yours truly,  
(Signed) Edw. Welsh.

Egan, S. D.

Rice Brothers,  
Sioux City, Ia.  
Gentlemen:

We are billing you a car of sheep today. The 28 sheep marked with red paint belong to Ed C. Stammer and the balance of the shipment (lambs and ewes) belong to W. F. Tompkins. The sale of the last car of lambs you made for our account was very satisfactory. Kindly do the best you can for us.

(Signed) A. B. Larson,  
President First National Bank.

## Cattle, Hogs, Sheep—Our Firm Can't Be Beat

We have our own sheep salesmen, selling exclusively for our Firm. Lee C. McMahon, who is recognized as one of the best judges and traders in the business is in charge. He is assisted by Bob Dealy and an ample force of yardmen to handle, sort and care for one car or a trainload.

Write us for information of any kind concerning the sheep business. Wire us when loading.

**RICE BROTHERS**  
**Sioux City Stock Yards**

## The Fremont Stock Yards

-----At-----

Fremont, Nebraska

Are endeavoring to anticipate every desire of shippers who bill their shipments to

### "Feed at Fremont"

and even make greater efforts when the owner is not present.

ROY JENNINGS, Supt.

COTTONSEED  
LINSEED  
MOLASSES—  
ALL IN

PURINA  
SHEEP  
CUBES!

COTTONSEED MEAL... linseed meal... molasses... three great sheep feeds... all in Purina Sheep Cubes! Mixed... heated... dried over roaring furnaces... rolled into Checkerboard bags... ready to feed!

No wonder it takes so little... 1/4 pound per head per day... to put staying power in the bucks... flesh on the lambs... life in the ewes. Easy to feed are Purina Sheep Cubes... 365 days a year. No waste... reasonably priced. Shipped from any one of Purina's three western mills... Denver... Fort Worth... Kansas City... whichever makes it cheapest for you!



AT THE STORE WITH THE CHECKERBOARD SIGN



killing and cutting up poultry. But no display, no mention of the succulent leg o' lamb, the sturdy mutton roast. Our butchers do not cater to the trade, or if they do at Easter time, locally, we may find that they buy a runty yearling, and not a nice prime lamb, to put before the public as Easter lamb! No wonder people get disgusted with lamb.

What is more convenient to butcher on the average sized farm than lamb, and what is more suitable for family use? Every portion of it can be served on the table hot or cold, and what a treat to all! Yes, it is well for the sheepman to toot his horn. If each family in South Dakota could be prevailed upon to consume from a half to a whole sheep per year or from thirty-five to forty pounds of lamb, it would give the industry a great piece of home grown legislation, and sheep production would be on a higher and safer plane than it has been, or is, today. The American Sheep Breeder in a recent number asks the question: Is the sheep industry going on a meat basis?

"The Idaho Wool Growers Association gathered figures on 100,000 sheep and found that of the average return of \$11.80 per ewe, \$8.46 came from the lamb and \$3.34 from the wool. And the market men say that the consumption of lamb could be multiplied by three before any satiated appetite appears. This seems reasonable when you know that in the United States each person eats an average of 5.9 pounds of lamb each year, and in New Zealand 82 pounds. Even the beef eaters of England consume 25 pounds of lamb per capita.

"The lamb-raising industry in the United States is just starting."

We should all get busy. Everyone should be taught the value of good, wholesome lamb. Let our growing generation know the value of sheep, their usefulness as producers of meat, wool, fat, and how to use these unique products.

Sheep, without a doubt, are the most practical kind of livestock to produce. Here in South Dakota we revel in the large number we produce and ship to eastern markets, but not two families in a hundred ever have lamb on the table from Easter to Easter, and I honestly believe the reason is that our mothers never knew how to cook lamb.

The gospel of lamb should be spread throughout the land. Its value as a food stuff should be compared with other meats. The same consideration should be given to it that has been to beef and pork. Then it will not be long until



the sheep industry will come into its own. Spring Lamb with Green Peas! Leg of Mutton with Mint Sauce! Crown Ribs with Creamed Mushrooms and Caper Sauce! Yum, yum!

Clear Lake, S. D. Hugh H. Lewis

#### A FEEDER LAMB SHOW

TEXAS has taken the lead in developing better methods of producing and selling feeder lambs. This is to be done through two combined shows and sales to be held in that state, one on September 22 to 27, in connection with the West Texas Exposition at San Angelo; the other at the State Fair at Dallas.

At San Angelo \$275 is offered in prizes, with \$100 for first award, \$75 for second, \$50 for third, \$25 each for fourth and fifth. The awards are for carloads of sixty head of Texas-raised lambs of fine wool breeding and weighing under 70 pounds. Subject to wishes of the owners, the lambs entered will be sold by auction at the close of the show.

In the Dallas show two classes are provided, based on weight.

#### FINED FOR RANGE TRESPASS

THE Nevada Stockgrower for July reports an interesting trespass case in which a heavy fine was imposed by the Tonopah justice court. Under the Nevada stock watering law, vested range rights are protected through their stock watering rights, and migratory bands (lacking water rights) are not permitted to remain more than one day at water holes on which (other) vested rights have been proven. In this instance a tramp sheepman drove and kept his flock on a range owned and used for more than sixty years by the Williams family of Hot Creek. He was ordered by the sheriff to move his herd on, but defied the order, evidently inviting a test case. As the constitutionality of the stock watering law has already been upheld by the Supreme Court, it is considered by the Nevada Land and Livestock Association that the heavy fine imposed in the Hot Creek case will have a salutary effect on trespassing bands throughout the state of Nevada.

### Mr. Sheepman:

**Salt Lake Operators handle bulk Western Feeder Lambs and will be in market again the coming shipping season.**

Choice of two routes East, modern facilities throughout with large airy covered facilities for sheep, running artesian water.

**No Extra Cost To Try Your Nearest Home Market—Bill to Feed North Salt Lake. First Intermountain Live Stock Market. Home of National Ram Sale.**

**SALT LAKE UNION STOCK YARDS**  
North Salt Lake, Utah

### Harry B. Black Sheep Commission Co.

SOUTH ST. JOSEPH, MISSOURI

EXCLUSIVE DEALERS OF SHEEP AND LAMBS

Send Us Your Next Consignment

OUR RECORD

26 Years Selling Sheep at St. Joseph, Missouri

37 Years Actual Experience in Sheep Business

A Member of the Live Stock Exchange And Bonded for Your Protection.

WELL EQUIPPED TO HANDLE THE SHEEP TRADE AT  
THREE LARGE PUBLIC MARKETS

**TAGG BROS. & ROSENBAUM**  
UNION STOCK YARDS, OMAHA

M. C. WILKERSON - - - Sheep Salesman  
FRANK RANDALL - - - Sheep Salesman  
BILL RANDALL - - - Sheep Salesman  
W. B. TAGG, Manager

**ROSENBAUM BROS. & CO.**

U. S. Yards, Chicago, Ill.

Stock Yards, Sioux City, Ia.

## *"—and meat on Sundays"*

WRITING to a newspaper, a man described how closely a working-man's manner of living is geared to his earning power with that striking phrase—"and meat on Sundays." He showed how carefully the pennies are counted.

Take a little out of the weekly pay envelope, and the demand is for the cheaper meats. Add a little to the pay envelope, and the meats command good prices. With this rise or fall of general prosperity, and the consequent rise or fall of meat prices, livestock prices keep pace.

And the packer, striving by the most amazing economies and marvelous efficiency to keep the cost of meat as low as possible to the consumer, all the while paying as much as possible to the meat producer, has not the slightest influence over the situation. All he can do—all he wants to do—is his true function, namely, to interpret supply and demand, provide a cash market for the farmer every day in the year, and supply essential food to the consumer.

The *new* Armour and Company offers the American public new and modern services that keep pace with the latest conditions in a world that is changing every day.

*Edson White*  
President

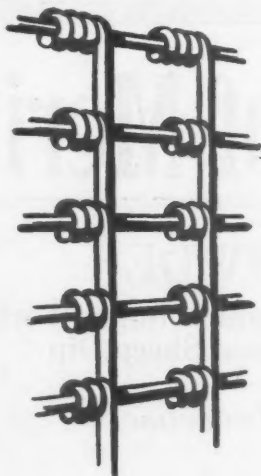
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LISTEN TO the Armour Hour every Friday night over 36 stations associated with the N. B. C. Central Standard Time 7.30 P. M.-8 P. M.



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a Profit on Us..**



Protect us with *COLORADO Wolf  
Proof Fence.*"

The tough, springy wire of copper  
bearing steel will endure for years.

An extra twist over the top and  
bottom wires gives that added  
strength that means full protection.

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*Wolf Proof Fence*



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## *The Lindley-Cahow Commission Company*

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Years of experience and the personal attention given shipments assure you that an honest effort will be made to please you.

**SHEEP SALESMEN:**

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**CATTLE SALESMEN:**

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**Members Omaha Live Stock Exchange and Bonded Fully  
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**THOMAS H. LINDLEY, President**



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### **COOPER'S SHEEP DIPPING POWDER**

has been tested for Eighty-seven Years in every sheep country in the World, and it has emerged from that test as The Most Widely-used Sheep Dip

***Every Year the Popularity of Cooper's Dip Increases!***

There can only be one explanation, viz.:-

**Cooper's Dip gives the Sheepowner better results than any other Dip!**

**COOPER'S IS THE BEST DIP FOR PREVENTING ATTACKS FROM THE MAGGOT FLY.**

### **WILLM. COOPER & NEPHEWS**

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# Western Sheepmen:

If Ever in Your History You Needed  
Service it is Today

You have the lowest market in years  
You have a liberal crop of lambs  
Your home buyers are few  
You must look to the central markets

And there is where we can be of real service to you

Note that we are located at all the main points of sale. This means we can advise you where in all likelihood it will be to your best interests to ship.

Our houses are in close touch with one another, and we have no selfish motive in directing shipments to any particular point.

We feel we rendered no small service to the winter-feeders this year along that line, and can serve the western shippers in a similar way.

Let us know what you have and when you figure upon shipping. We will tell you frankly where and when to ship, and naturally if you favor us with your patronage we will exert every effort to make your returns as good as is humanly possible.

## John Clay & Company

Live Stock Commission

CHICAGO, ILL. KANSAS CITY, MO. ST. JOSEPH, MO. FT. WORTH, TEX. DENVER, COLO.  
OMAHA, NEB. EAST ST. LOUIS, ILL. SIOUX CITY, IA. OGDEN, UTAH ST. PAUL, MINN.  
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# **SHEEP and LAMB GROWERS and FEEDERS**

SHIP TO THE

## **Kansas City Stock Yards**

BECAUSE THEY GET

### **Highest Prices and Best Service**

ON THE MISSOURI RIVER

**The Kansas City Market Will Continue to Maintain Best Prices**

Within the past year yarding service and handling facilities have been increased by extensive improvements in the sheep barns.

Through train service on Union Pacific from Laramie to feed lots at Marysville, Kansas, 149 miles from Kansas City, and feed lots and pasture at Bismark Grove, Kansas, 38 miles from Kansas City.

Rock Island Lines feed yards, McFarland, Kansas, 100 miles from Kansas City.

Utah shipments moving via Pueblo, will find excellent feeding facilities at the new Missouri Pacific Feed Yards at Leeds, Missouri, 10 miles from Kansas City, and at Emporia, 110 miles and Morris, 10 miles from Kansas City on A. T. & S. F. Ry.

**BETTER RAIL SERVICE THAN EVER BEFORE VIA ALL LINES**

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**HANDLE NOTHING BUT SHEEP**

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# Live Stock Market Service that One Can Depend Upon!

---

**M**ONTH in and month out, regardless of conditions, in spite of disquieting events in other industries, is a market service that live stock men have confidence in.

It often happens that in other lines of activities, there is difficulty in moving goods offered for sale, and if transactions are made, the remuneration is not always sure. You hear the expression: "Land is not moving this summer," or "It is hard to make collections." But did you ever stop to think that at a live stock market, every day is sale day and cash is paid for each day's offerings?

Any system of purchasing live stock, which operates to draw live stock supplies from the open competitive market, and thus reduces competition, acts as a factor in depressing prices all along the line. When such a system also makes its selections from only the top class of animals, and allows the inferior quality of animals to go on to the central market, the price situation is still further impaired.

The Omaha Live Stock Market, equipped as it is to handle all kinds and numbers of live stock, and doing business in an honest and aggressive manner, is in a position to bring the shipper the best possible net returns on his shipments—whether one animal or a carload.

**Union Stock Yards Company**  
of Omaha (Ltd.)

SHIP  
YOUR STOCK  
TO

CHICAGO

Dept. of Animal Husbandry  
The State Agricultural  
College of Colorado.

THE  
Live Stock Market  
of the World